The
CHEMIST AND DRUGGIST
for RETAILER — WHOLESALER — MANUFACTURER
NOVEMBER 15, 1952



Index to Advertisers pp. 5 & 6

Fine Chemicals

MANUFACTURED BY

EVANS

NEXT TO PURITY, physical characteristics are often a matter of importance to discerning buyers. Evans Fine Chemicals are manufactured with a high degree of technical skill combined with special attention to 'physical characteristics'. Bulk supplies of the following chemicals are available from stock, and samples and quotations will be supplied on request.

ALUMINIUM HYDROXIDE DRIED GEL B.P.C. and U.S.P.
Made to the more exacting standards of the U.S.P. it conforms also to B.P.C. requirements. 1 grm. will neutralise at least 250 ml. N/10 Hydrochloric Acid.

GLYCEROPHOSPHATES
Sodium Glycerophosphates also Iron and Magnesium Salts and Glycero Phosphoric Acid.

QUININE. *Quinine B.P.C. and Quinine Salts.*

CITRATES *Bismuth Citrate B.P.C. Iron and Ammonium Citrate B.P. (Scales, Garnets, or 1 in 2 solution). Iron and Quinine Citrate B.P.C. Potassium Citrate B.P. and Sodium Citrate B.P.*

MAGNESIUM TRISILICATE B.P. and U.S.P. *In the neutralisation test, the preparation will produce an initial neutralisation of 200 ml. in the first 15 minutes and a total neutralisation of 300 ml. in about three hours.*

Orders and Enquiries to: Sales Department B, Speke, Liverpool 19 or Ruislip, Middlesex

Manufactured at Evans Fine Chemical Works by:

EVANS MEDICAL SUPPLIES LTD LIVERPOOL AND LONDON

418B

What all manicure minded women want

Does 5 jobs at once, compact, clean, foolproof, efficient

No woman likes cutting cuticles or fiddling with orange sticks, cotton wool and bottles that spill or become half full of thickened cream.

'Cutipen', the new self-contained, self-feeding cuticle-pen, cleanly, quickly and with perfect control, softens and reshapes cuticles, clearing unwanted tissue and nicotine stains in seconds. And it costs (inc. tax), no more than 20 cigarettes! Yet it nets you from 38% to 43% for an investment of only 33/8d. 'Cutipen' is here to stay but this Christmas it is the novelty of all novelties. Heavily advertised in National Dailies reaching 12½ million women, starting next week.

BONUS

On all initial orders—min. 2 dozen — you get 26 'Cutipens' charged as 24, plus one free demonstration pen, in compelling full colour display dispenser. Your profit on best bonus terms is practically 1/- a sale. On the minimum 2 dozen (33/8d.) your margin is over 38%.

1 *One firm squeeze of the pliable polythene barrel.*

2 *One drop of cuticle cream runs on to nib shaper sufficient for one nail—neither more nor less.*

3 *Softens and reshapes cuticle, dissolving away dead tissue and clearing nicotine stains in seconds.*



Cutipen

CUTICLE REMOVING SELF-FEEDING PEN

Patent Pending

National advertising starts *next* week. Post your order today to your usual wholesaler or direct to the Sole Distributors: Walter Crowe Ltd., 3/4 Little Russell Street, London, W.C.1.

Complete, Filled Ready for Use

3/6

(*inc. tax*)

Refills **1/9**

Disprin overcomes the defects of both aspirin and calcium aspirin

The defects of aspirin are its acidity and low solubility. The defect of calcium aspirin, as generally prepared, is its liability to chemical breakdown and consequent contamination. By providing pure calcium aspirin in stable, soluble, palatable tablet form, 'Disprin' overcomes the defects of both aspirin and calcium aspirin, and combines the advantages of both.

Aspirin dosage can now be administered for its analgesic, antipyretic and anti-rheumatic effects in a complete solution which is both palatable and bland. Extensive clinical trials carried out in leading hospitals show that, even in large amounts given over prolonged periods, Disprin is unlikely to cause gastric or systemic disturbances, except in cases of extreme hypersensitivity.

Thus an obstinate and long-standing problem in aspirin therapy has been solved.

DISPRIN REGD.

Provides stable, soluble, palatable calcium aspirin

In all conditions which call for up-to-date aspirin therapy, Disprin may be advised and recommended.

50 tablet bottle 3/4; 26 tablet bottle 2/-; flat pocket folders 8 tablets 9d. (all including Purchase Tax).

RECKITT & COLMAN LTD., HULL AND LONDON (PHARMACEUTICAL DEPT., H



Here's success to your sales!

In December a new nation-wide advertising campaign for 'Sanatogen' Tonic Wine will open with these two sparkling faces smiling from the pages of national newspapers and periodicals. The same theme will be carried out in posters and point-of-sale display showcards. Take advantage of the impetus to be given to the sales of this most popular line by stocking up NOW !

"SANATOGEN" TONIC WINE

Sole Distributors: Whiteways Cyder Co. Ltd., Whimple, Devon.

The Word "SANATOGEN" is a registered trademark.

Old favourite now in new READY-COOKED form!



ROBINSON'S 'PATENT' GROATS, top favourite with generations of mothers, is now available in a new form. In response to widespread demand, Keen, Robinson have produced *ready-cooked* Groats.

This new product will meet a real need among the busy mothers of today, as a weaning food, porridge or gruel — it mixes instantly and smoothly and requires no cooking.

Robinson's 'Patent' Groats will, of course, still be marketed in its original form. There is plenty of evidence that a large proportion of the public still prefers the traditional method of cooking. Wise retailers will make a point of stocking both varieties of Groats.

ROBINSON'S READY-COOKED GROATS

Consumer Price 1/4d. the 8 oz. packet. 1 dozen packets in a carton. Ask our representative for eye-catching show material.

ROBINSON'S
'PATENT'
Groats

MADE BY KEEN, ROBINSON & CO. LTD., CARROW WORKS, NORWICH

INDEX TO ADVERTISERS

Adelaide Grey 25
Advance Industries, Ltd. (Dispei) 24
Albion Soap Co., Ltd., The xxiv
Arcfield Optical Manufacturing Co., Ltd. ... 15

Bailey, R., & Son, Ltd. xiv
Beatson, Clark & Co., Ltd. iv
Beechams (Northern), Ltd. 7
Berdoe & Fish .....Col. Supp.
Biorex Laboratories, Ltd. xii
Boots Pure Drug Co., Ltd. xi
Boutalls, Chemists, Ltd. xix
British Drug Houses, Ltd., The 9
British Dyewood Co., Ltd., The iii
Burgoyne, Burbidges & Co., Ltd. .....Front Cover
Burrough, James, Ltd. .....Leader Page
Burroughs Wellcome & Co. 35

Camilatone, Ltd. xvii
Cartwright, W. B., Ltd. 6
Carnegie Chemicals (Welwyn), Ltd. 11
Christy, Thomas, & Co., Ltd. 20
Ciba Laboratories, Ltd. 21
Clay & Abraham, Ltd. xiv
Clinical Products, Ltd. 30
Compressed Paper Packing, Ltd. vii
Container Recovery Service .....viii-ix
Cox, Arthur H., & Co., Ltd. 8
Crosskills of Norwich xii
Culmak, Ltd. .....Leader Page

Dales Tablet Makers, Ltd. xix
Daniel, Richard, & Son, Ltd. 13

Disprin 2
Distillers Co. (Biochemicals), Ltd. 23
Dobbs of London xxvi
Dunlop Rubber Co., Ltd. 32

Ephazone, Ltd. xiv
Evans Medical Supplies, Ltd. .....Cover ii
Evan Williams Co., Ltd. xi

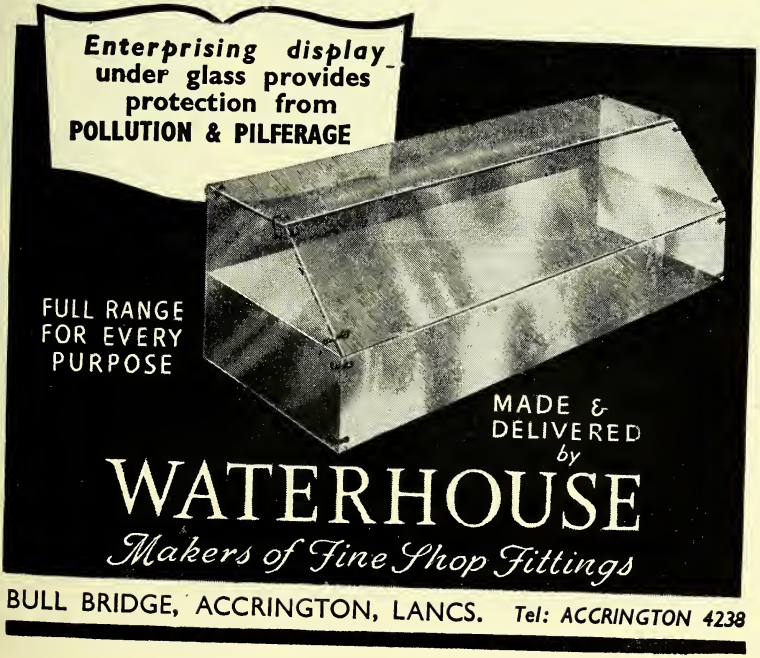
Fallowfield, Jonathan, Ltd. xx
Foyles Libraries, Ltd. xii
Franks, A., & Bartlett Co., Ltd. 17
Freeder Bros. Paper Mills xxvi
Freudentheil, Smith & Co. .....Leader Page
Fryer & Co. (Nelson), Ltd. xii
Fulford, C. E., Ltd. 15

Gale, Baiss & Co., Ltd. .....Cover iv
Gibson, Robert, & Sons, Ltd. xvi
Gnome Photographic Products, Ltd. iv
Golden, Ltd. (Tress) xxiii
Graesser Salicylates, Ltd. ii
Graesser-Thomas, H. W., Ltd. x
Grossmith, Ltd. 31

Hamburger, M., & Sons vi
Hatchwell Co., Ltd., The xvi
Hough, Hoseason & Co., Ltd. 26
Howards & Sons, Ltd. i

International Laboratories, Ltd. .....Leader Page

(*continued overleaf*)



INDEX (cont.)

Jason & Stuart Products xviii
Jeffreys, Miller & Co., Ltd. xix
Jobling, J. A., & Co., Ltd. 28
Joeli Safe Co. xviii

Kay Bros., Ltd. iv
Keen, Robinson & Co., Ltd. 4
Kellys, John (London), Ltd. ii
Kennett Price Markers v
Kent, G. B., & Sons, Ltd. 34

L.M.S. Products (Cutipen), Ltd. 1
Laporte Chemicals, Ltd. xviii
Lastonet Products, Ltd. xvi
Leigh & Sons Metal Works vi
London Commercial Electrical Stores vii

Macdonald & Son, Ltd. 16
Manchester Guardian, The 33
Manesty Machines, Ltd. 29
Max Factor (Hollywood & London Sales), Ltd. 22
Medlock Mftg. Co., Ltd. xix
Monsanto Chemicals, Limited 18, 19

Nervone xii
Niblett, C. P. xviii

Orridge & Co. ..... Col. Supp.
Owbridge, W. T., Ltd. xv

Parkinsons, Ltd. xxi
Pepsodent, Ltd. xiii
Phillips, Chas. H., Chemical Co., Ltd. xxv
Pifco, Ltd. v
Potter, W., & Sons vi
Progress Shaving Brush Co., Ltd. vi
Pure Products Soap Co., Ltd. xix

Rankin Bros. & Sons ..... Leader Page
Remington Rand, Ltd. 14
Riley, J., & Sons, Ltd. ii
Rooney, Robert A., & Sons, Ltd. x
Rose's Lime Juice xx
Rozalex, Ltd. xvi

Samuelson, P., & Co. iii
Sanatogen Tonic Wine 3
Scholl Manufacturing Co., Ltd. 12
Scurr, C. A. ..... Col. Supp.
Sorex (London), Ltd. x
Surgical Hosiery Co., Ltd. xxvi

Taylor, Edward, Ltd. xxviii
Teasdale & Co., Ltd. xviii
Therapeutic Products, Ltd. 8
Thompson & Capper Wholesale, Ltd. 27
Tunnel Glucose Refineries, Ltd. ii

Waide, Thos., & Sons, Ltd. 13
Wallis Laboratory, Ltd., The ..... Leader Page
Wander, A., Ltd. 10
Warrick Bros., Ltd. 36
Waterhouse, Ltd. 5
Whiffen & Sons, Ltd. ..... Cover ii
Wilson & Mansfield, Ltd. iii
Wyeth, John, & Brother, Ltd. 23

Zimmermann, Chas., & Co., Ltd. xxvii

Prepare now for the season of coughs and colds

put PENETROL on your order list!

NEW!

PENETROL INHALANT
Retail Price :
2/9 per bottle

PENETROL INHALER
Retail Price : **2/0**d.

PENETROL VAPOUR RUB
Retail Price : **1/8**d. per jar
Wholesale : **11/3**d. per doz.
(plus 33⅓% Purchase Tax)

And never forget this year-round seller

MOORLAND ANTACID INDIGESTION TABLETS

One of Britain's best known indigestion remedies. Always in demand. In the new, handy roll pack. Retail Prices : 1/1d. per packet of 4 rolls (40 tablets), 2/0d. per packet of 8 rolls (80 tablets) (*On P.A.T.A. Protected List*)

W. B. CARTWRIGHT LTD., RAWDON, LEEDS.

PROFIT

by these quick-selling proprietaries

ORDER A COMBINED PARCEL ASSORTED TO YOUR OWN REQUIREMENTS



These quick-selling, heavily advertised proprietaries can be ordered in a profitable Combined Parcel—assorted to suit your own requirements. Buy now on BEST TERMS! Please send all enquiries to:

BEECHAM (NORTHERN) LIMITED, ST. HELENS, LANCASHIRE

BEECHAM (NORTHERN) LIMITED are the sole selling agents in the United Kingdom for Beechams Pills Ltd., Veno Drug Co. Ltd., Phensic Ltd., Natural Chemicals Ltd., Phosferine (Ashton & Parson) Ltd.

LINK UP DISPLAYS WITH OUR ALL-STAR RADIO ADVERTISING FROM LUXEMBOURG (208 metres)

"SHOWTIME"

Mondays 8 p.m.

One hour Variety Show recorded at the London Palladium. Top-of-the-bill names each week with the Palladium's own Skyrockets orchestra.

"WHAT'S MY LINE!"

Wednesday 8 p.m.

Adapted from the popular Television programme, with Bernard Braden, Elizabeth Allan, Jerry Desmonde, Richard Attenborough & Margot Holden.



A Fast Seller!

CATARRH and BRONCHIAL SYRUP

Containing Creosot., Codein. Phosph., Tinct. Aconit., Calc. Lactophosph., etc.

4 OZ- BOTTLES Cartoned

PER DOZ. **11/3D** PLUS P. TAX 33⅓%

ARTHUR H. COX & CO. LTD. BRIGHTON

RAPID RELIEF FOR SORE THROATS

FORMACAINE

Prompt in its therapeutic effect, this recently introduced sore throat analgesic has already met with prompt success among medical practitioners. Now widely recommended as a convenient means of allaying discomfort in throat infections, FORMACAINE Tablets are pleasantly flavoured and permit prolonged medication with absolute safety. Containing benzocaine and orthocaine for local anæsthesia, plus codeine as a systemic sedative and paraformaldehyde, FORMACAINE Tablets are also an ideal antiseptic safeguard during epidemics.

FORMACAINE *Regd Trade Mark*

QUICK-ACTING SURFACE-ANAESTHETIC THROAT TABLETS

Tubes of 20 tablets retail at 2/9 inc. tax. Dispensing packs, 500 tablets exempt tax

Manufactured in England by:—

THERAPEUTIC PRODUCTS LTD., PERIVALE, GREENFORD, MIDDLESEX

Sole Distributors in the United Kingdom:— **FASSETT & JOHNSON Ltd., 86 Clerkenwell Road, London, E.C.**

'RADIO-MALT'

for radiant health

An English winter. Fun for the children, but always a source of worry to their parents. A tumble in the snow may lead all too soon to a cold in the head.

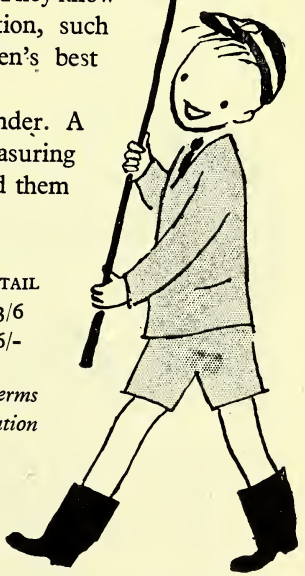
Wise parents take precautions. They know an established vitamin preparation, such as Radio-Malt, is their children's best safeguard.

But parents need a reminder. A gaily coloured cut-out measuring 10″ x 9″ is available to remind them of Radio-Malt.

	TRADE	RETAIL
Prices: 1 lb.	2/5½	3/6
„ 2 lb.	4/2	6/-

Quantity terms on application





THE BRITISH DRUG HOUSES LTD. LONDON N.1

RM/T/9

VIMALTOL

A VITAMIN FOOD SUPPLEMENT OF WIDE APPLICATION

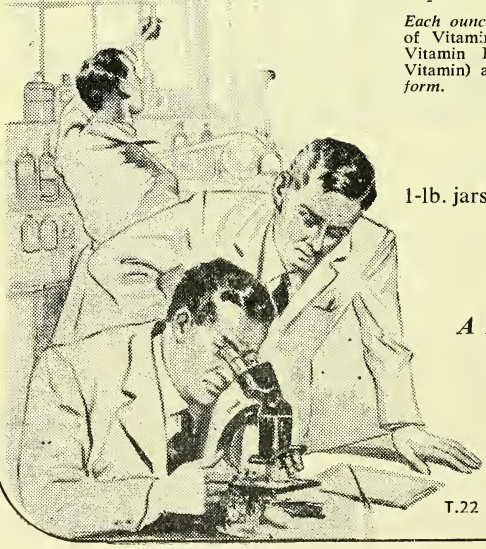


VIMALTOL' is a delicious vitamin food concentrate of value to infants, children and adults. Its formula has been developed in the 'Ovaltine' Research Laboratories in the light of prolonged investigations by scientific experts in the field of dietetics. The malt extract, yeast, halibut liver oil, vitamins and iron in 'Vimaltol' are presented in a palatable and easily digested form, which is taken readily over long periods.

When the quantity of vitamins supplied by the diet is known or suspected to be insufficient, 'Vimaltol' will provide some of the essential accessory factors to help to render the diet balanced and adequate.

'Vimaltol' is widely recommended as a dietary adjunct of use towards meeting the higher metabolic requirements of growing children.

Each ounce contains: 1420 i.u. of Vitamin A, 710 i.u. of Vitamin D, 0.35 mg. of Vitamin B_1, 0.2 mg. of Vitamin B_2 (Riboflavin), 2.8 mg. of Niacin (P.P. Vitamin) and 3.3 mg. of Iron *in a readily assimilable form.*



On the P.A.T.A.

Trade Prices:

1-lb. jars **30/6** per doz.; 2-lb. jars **54/-** per doz.
(Exempt from Purchase Tax)

Retail Prices:

1-lb. jars **3/6**; 2-lb. jars **6/3**

A Product of the 'Ovaltine' Research Laboratories

For further details write to :—
A. WANDER LIMITED
42 Upper Grosvenor Street,
Grosvenor Square,
London, W.1.

T.22

CARNEGIE

Manufacturers of Fine Chemicals



AESCULIN
ALOIN
AMINOPHYLLINE
ATROPINE & SALTS
BISMUTH SALTS
BROMISOVALERYLUREA
CAFFEINE & SALTS
CHLORAL HYDRATE
CHRYSAROBIN
CITRATES
EPHEDRINE & SALTS
ESERINE & SALTS
HYOSCINE HYDROBROMIDE
IODIDES
KHELLIN
LITHIUM SALTS
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PODOPHYLLIN RESIN
SALICYLATES
SANTONIN
STRYCHNINE & SALTS
THEOBROMINE & SALTS
THEOPHYLLINE & SALTS

ETC.

CARNEGIE CHEMICALS (WELWYN) LTD

WELWYN GARDEN CITY : HERTFORDSHIRE : ENGLAND

TELEGRAMS: CARNECHEM, WELWYN GARDEN TELEPHONE: WELWYN GARDEN 506 (4 lines)

A 'CARNEGIES OF WELWYN' COMPANY

NEWS! Another Scholl triumph—

CHLOROPHYLL FOAM INSOLES



Pure Latex Foam Impregnated with Chlorophyll

Here are Dr. Scholl's wonderful new CLORO-VENT FOAM INSOLES. They combine the amazingly successful sales appeal of Latex Foam Insoles—symbolized by the famous Dr. Scholl Air-Pillo slogan " Like Walking on Pillows "—with the powerful, topical, popular appeal of Chlorophyll. They sell on sight—they sell on touch—they sell on FRESHNESS

ORDER TODAY

Retail 4/- per pair. Wholesale 32/- per doz
(No Purchase Tax)

Sizes: Men's: 6, 7, 8, 9, 10, 11, 12.
Women's: 2, 3, 4, 5, 6, 7, 8.

Be first in the field with these irresistible new insoles.

Display this permanent metal counter stand, holding both Dr. Scholl's CLORO-VENT FOAM INSOLES *and* Dr.Scholl's AIR-PILLO Insoles. They give customers extra choice—double the sales appeal.

If you already have one of these display stands ask now for the new DISPLAY CARDS No. 932/2. Inserted in the display stand, they do double the work, featuring the two biggest-selling insoles in the world. *Send your order today.*



THE SCHOLL MFG. CO. LTD.
182-204 ST. JOHN STREET, LONDON, E.C.1.



TABLETS of QUALITY

Manufactured by modern machinery under skilled supervision

Quotations for large or small quantities

RICHARD DANIEL & SON LTD
MANUFACTURING CHEMISTS
MANSFIELD ROAD, **DERBY** Tel. 48266 (4 lines)
And at GROSVENOR ST., ASHTON-U-LYNE. Tel. 2816 (3 lines)



Chemists' Labels
by
THOMAS WAIDE & SONS LTD
KIRKSTALL HILL LEEDS

Powerful
NATIONAL ADVERTISING DRAWS REMINGTON *Contour 6* CUSTOMERS TO YOUR BRANCH!

Remington is pulling out all the stops and sparing no expense to increase yo shaver sales this season. New themes, new ideas, new messages, will bring Remingt Contour 6 business to your shop. Powerful advertisements in the leading newspap and magazines will make men everywhere eager to go to their nearest dealer for demonstration. You can take full advantage of the demand in your locality displaying and demonstrating the Remington Contour 6. Ample sales promoti material is available for this purpose.

Remington Rand Limited, Dealer Wholesale Division (ST.26), 1 New Oxford Street, London, W.



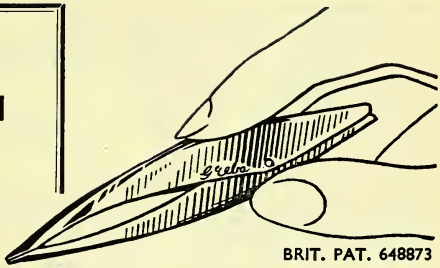
DISPLAY! DEMONSTRATE!! SELL!!!

IT'S THE
SPRING ACTION
THAT SELLS THE

Greba TWEEZER

IT HOLDS THE MINUTEST ARTICLE
WITH AN UNFAILING GRIP

Trade Price
18/- DOZ. (Plus P.T.)
Packed in dozens for counter display



BRIT. PAT. 648873

Women everywhere are welcoming this new improved patented tweezer, because it really does grip without effort or tension. The "GREBA" is British made from High Grade steel with a Smooth Highly Polished Surface. Order from your usual Wholesaler.

Wholesale and Export Enquiries to :—
ARCFIELD OPTICAL MANUFACTURING CO. LTD.
(Light Engineering Section)
53 Tottenham Court Rd. London. W.1

HURRY!

The C.E.Fulford offer of

EXTRA BONUS

5% **ADDITIONAL DISCOUNT** over and above Best Display Parcel Terms will be allowed on orders value £6 or over received by November 30th 1952. orders value £4 — £6, the additional count will be 2½%.

CLOSES **NOV 30th**

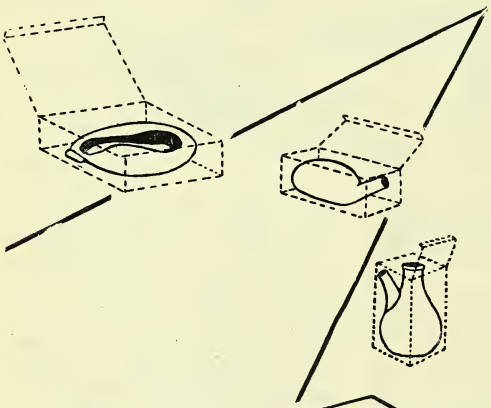
HETHER you use the Order Form sted to you or not, send your order at e. Orders can be for any one, several, all C. E. Fulford products; that is, ked or otherwise. But to qualify for this EXTRA BONUS they must be received no later than November 30th, 1952. Get your order off now. The days slip by quickly, and an extra 5% profit is too good to miss.

BEANS ZAM-BUK (Ointment & Medicinal Cream)
S · P.P's (Pleasant Pastilles) · ZAMCONES
-BUK SUPPOSITORIES, ETC. P.A.T.A.

ORDER NOW!

E. FULFORD LTD., CARLTON HILL, LEEDS. 2

It Solves Wrapping Problems



—and it saves your time and trouble, too—to get these awkward - to - wrap lines—

BED PANS
URINALS
INHALERS
and
FEEDING CUPS
—in

READY-  **TO-SELL CARTONS**

IT IS DIFFICULT at any time to wrap lines with the awkward shapes of bed pans, urinals, inhalers and feeding cups. It is even more difficult when you and your assistants are hard pressed with work in the Winter Season.

THAT'S WHY the new packs for these lines in the Certor range are such a help. The goods come to you in the best condition. They keep in that condition while they are in stock. They are ready to hand over the counter when your customers want them.

REDUCE YOUR WORK and worry in the busy months ahead by buying Certor sick-room sundries in cartons.

Certor **SICK-ROOM SUNDRIES**

DISCOUNT SCHEME for dispensing sundries—
write for details.

MACDONALD & SON LTD.

HOPE MILLS · POLLARD STREET · MANCHESTER 4

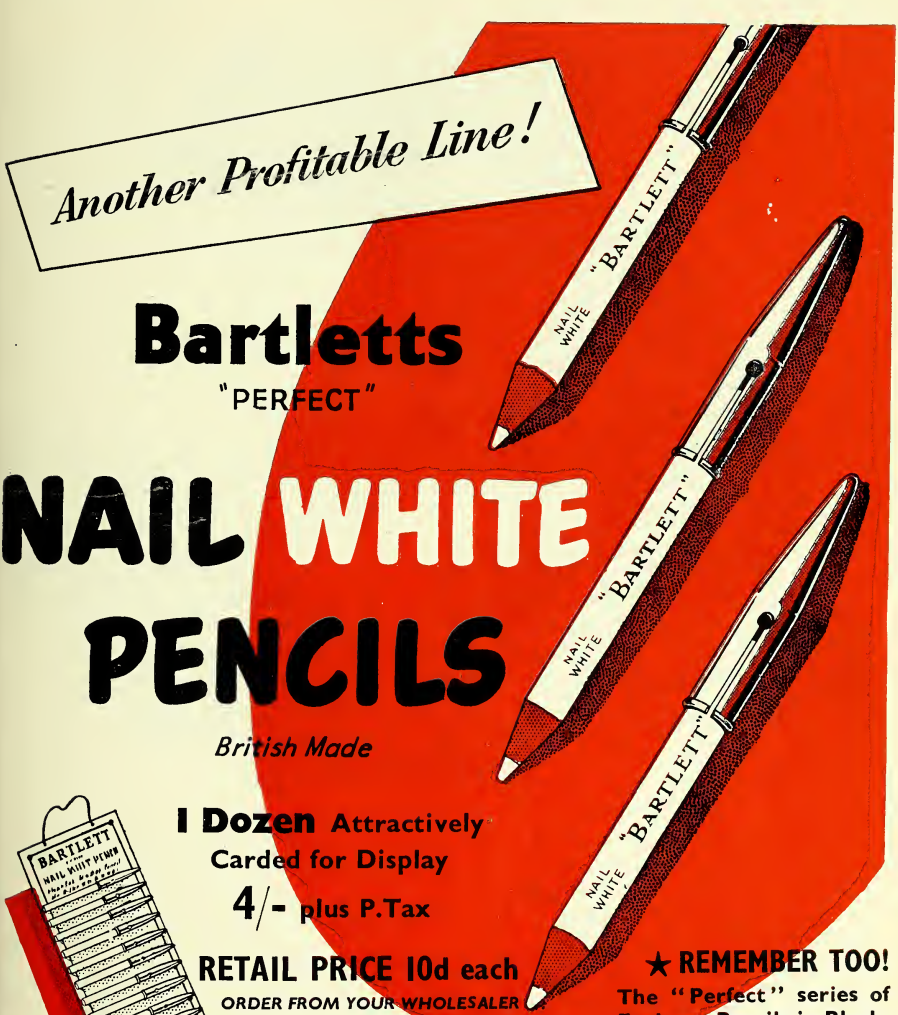
Another Profitable Line!

Bartletts

"PERFECT"

NAIL WHITE PENCILS

British Made



1 Dozen Attractively Carded for Display

4/- plus P.Tax

RETAIL PRICE 10d each

ORDER FROM YOUR WHOLESALER

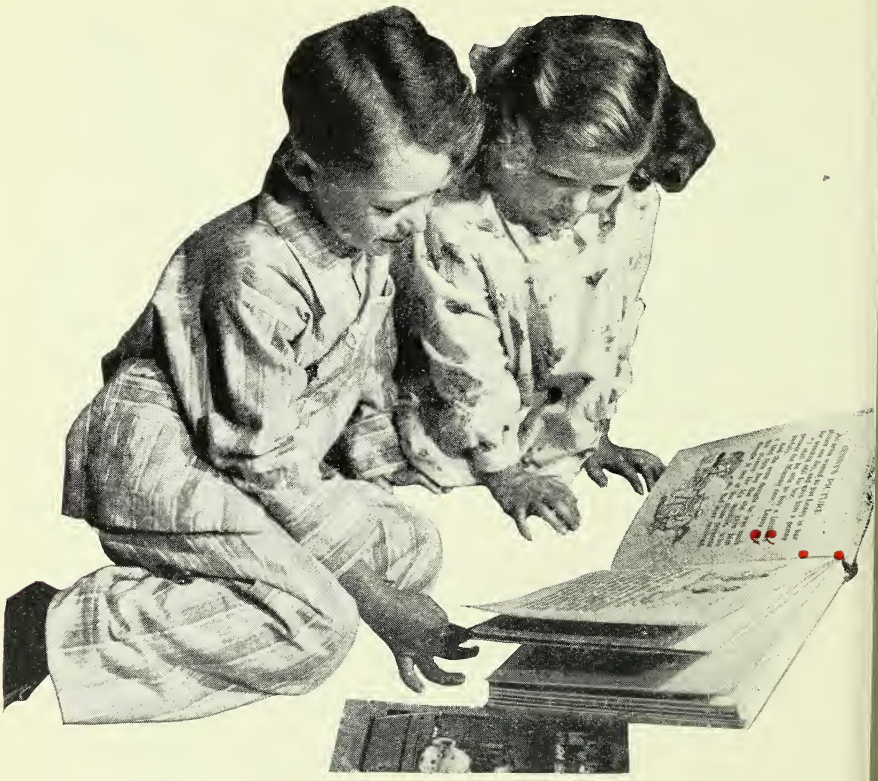
★ **REMEMBER TOO!**

The "Perfect" series of Eyebrow Pencils in Black, Light Brown, Dark Brown

Wholesale enquiries to *NEW ADDRESS:*

Alfred Franks & Bartlett Co. Ltd.

226/8, Grays Inn Rd., London, W.C.1 · *TERminus: 9865-8*



MEDICAL and chemical science are so closely linked together that it would be difficult to attribute the great progress over the past half-century to one without commending the other.

But there is no doubt of the place modern germicides have won in the battle against death and disease. Fifty years ago, septic infection was commonplace. Today, it is a rarity. The large-scale commercial production of antiseptics and disinfectants has made this possible, for, quite apart from their vital importance in hospitals and surgeries, germicides have reached into every home. The huge number of commercial antiseptics and disinfectants sold today help fight infection from countless scratches, cuts and sores. And a large number of these preparations contain Monsanto germicides.

How Monsanto helps you continue this good work

Monsanto's pioneer research has developed a range of effective, reliable germicidal chemicals on which the whole

Since 1901, better medical knowledge and conditions — aided by parallel progress in chemistry — have added nearly 20 years to the "allotted span" of human life. Infant mortality is the lowest ever — 30 per thousand live births. Ten years ago it was 60. Germicides have, doubtless, contributed much to these advances.

...and they lived happily ever after"

harmaceutical industry can rely. The erfect germicide meets all the following quirements :—

High efficiency against both "staph" nd "typhosus". Low price per unit of rmicidal efficiency. Pleasant odour. uitable colour. Non-irritant. Easy to rmulate.

Since the relative importance of these ints will vary according to circumances, a choice of germicides is essential d Monsanto offers a comprehensive nge. These are now all in reasonable pply for prompt delivery. For full ormation on these and other Monsanto products for the pharmaceutical industry, write General Chemicals Sales Department, Monsanto Chemicals Limited.

MONSANTO GERMICIDES include:— P.C.M.C., P.C.M.X., CRESANTOL* 15, CRESANTOL* 3. (*Registered Trade Marks).

MONSANTO CHEMICALS LIMITED

Allington House, Allington Street, London, S.W.1.

MONSANTO

ssociation with:— Monsanto Chemical Company, St. Louis, U.S.A. Monsanto Canada Ltd., Montreal. Monsanto micals (Australia) Ltd., Melbourne. Monsanto Chemicals of India Ltd., Bombay. esentatives in the world's principal cities.

A Thos. Christy Announcement

to every retailer who sells nail polis

NEW CREAM NAIL POLISH REMOVER



Large 2

heluan

Here is a revolutionary discovery in nail care—a preparation that will have an immediate appeal to all nail-polish users. It is Heluan, a CREAM nail polish remover, the first and only one of its kind to be produced in this country.

HELUAN dissolves polish
quickly, efficiently, without smears, drips, messiness, or waste of any kind.

HELUAN cannot evaporate

HELUAN reconditions
Will not dry nails — prevents brittleness, splitting, peeling.

Heluan is Nationally advertis

Advertisements announcing Heluan will appear in National newspapers with vast women's readership. In a bold, strong, persuasive way the advertisements tell women about a product they've needed and wanted for years.

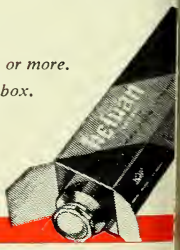




DISPLAY BONUS TERMS

Trade Price 12/- per doz.
Display Bonus of 13 to doz. on orders for 2 doz. *or more.*
Every doz. packed in self-selling display box.

SOLE DISTRIBUTORS:
THOS. CHRISTY & CO. LTD.
ALDERSHOT, HANTS · TELEPHONE: ALDERSHOT 773



Sublingual Therapy with

PERANDREN 'LINGUETS'

(5, 10, 25 and 50 mg.)

can double the effectiveness of

METHYLTESTOSTERONE

'Linguet' therapy alone is therefore adequate in many cases; other forms are available when required:—

PERANDREN

Ampoules, 'Crystules', Implants

(TESTOSTERONE PROPIONATE)

Ointment and Cream (Testosterone)

CIBA

'Perandren' and 'Linguets' are registered trade marks: Reg. user

CIBA LABORATORIES LIMITED, HORSHAM, SUSSEX

Telephone: Horsham 1234 *Telegrams: Cibalabs, Horsham*

7/1

Now is the hour to make sure that yours IS a Really Happy Christmas

IT may seem premature to think in terms of Christmas. But it isn't!

For the happiness of *your* Christmas will largely be measured by the good business you have done before you close your shutters for the Festive Holiday. *Now is the time to make sure that yours is a really Happy Christmas.*

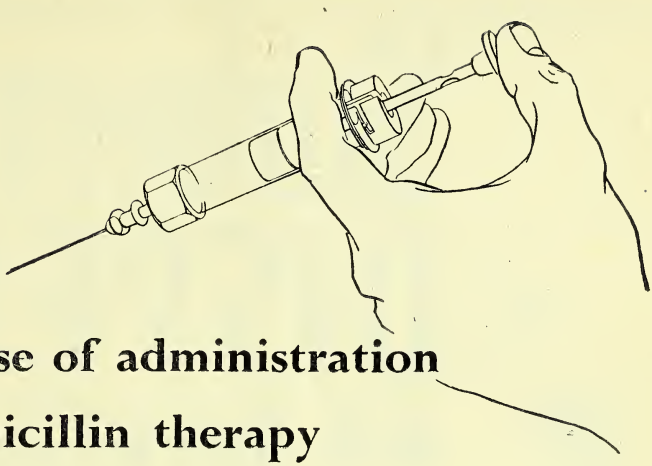
This month our advertising campaign — the greatest and most dominant in our history — reaches its full, powerful peak . . . influencing millions upon millions of women and girls of all ages and classes throughout the length and breadth of the British Isles.

Be sure NOW that you are in a position with adequate and comprehensive stocks to meet the demand for Max Factor merchandise. Don't let *your* case be one of "too little and too late".

Max Factor
HOLLYWOOD

—for the Fresh, Young, natural Look!

MAX FACTOR, HOLLYWOOD & LONDON (SALES) LTD. 16 Old Bond St., London, W.1 Tel: REG 6720 (6 li.



For ease of administration in penicillin therapy

'Distaquaine' brand preparations of procaine penicillin G for administration in aqueous suspension are designed to make penicillin therapy more convenient to practitioner and patient. The prolonged effective action of procaine penicillin G makes frequent injections unnecessary. In the majority of infections single daily injections are adequate.
'Distaquaine' brand preparations are easily prepared and administered. There is little or no pain on injection and the equipment is easily cleaned after use.

'DISTAQUAINE' G brand *vials of 300,000, 900,000 and 3,000,000 units*

'DISTAQUAINE' brand ***FORTIFIED*** *vials of 400,000 and 1,200,000 units*

'DISTAQUAINE' brand ***SUSPENSION*** *vials of 10 ml. (300,000 units per ml.)*

Distributed by ALLEN & HANBURYS LTD. BRITISH DRUG HOUSES LTD.
BURROUGHS WELLCOME & CO. EVANS MEDICAL SUPPLIES LTD.
IMPERIAL CHEMICAL (PHARMACEUTICALS) LTD.
PHARMACEUTICAL SPECIALITIES (MAY & BAKER) LTD.

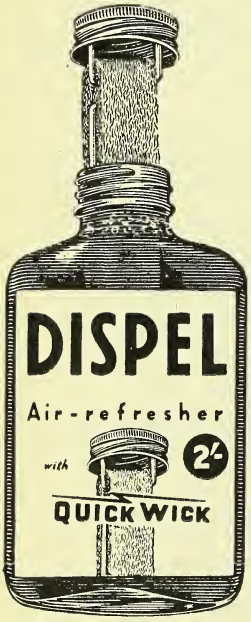
★ *'DISTAQUAINE', a trade mark, is the property of the manufacturers*

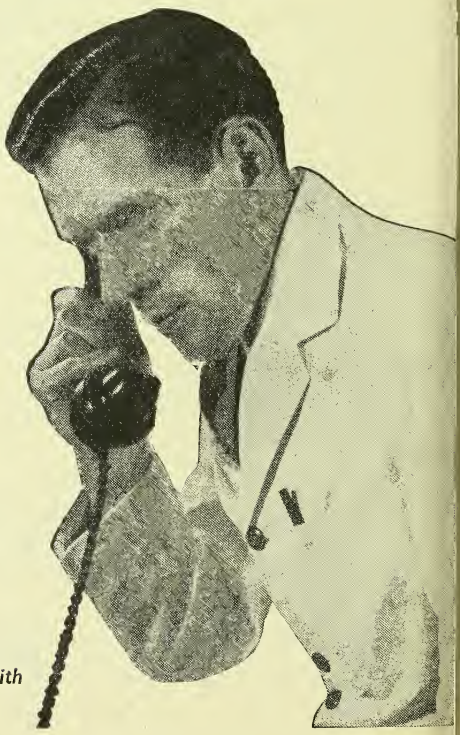
THE DISTILLERS COMPANY (BIOCHEMICALS) LIMITED

SPEKE LIVERPOOL

Success of DISPEL AIR REFRESHER

DISPEL sells for 2/-
Double-size REFILL 1/9





Retailers in all parts of the country report sensational volume of business with DISPEL Quick-Wick and REFILLS.

ADVANCE INDUSTRIES LTD. Associated with the British Permanent Starch Co. Ltd., 87 Regent Street, London, W.1.

Wyeth

There is still time

'ENDRINE'

Trade Mark

NASAL COMPOUND

can still be bought on special lucrative terms during the remainder of November.
The money-making bonus of

14 to the DOZEN

on a minimum order of three dozen 1 oz. size, through your usual wholesaler, brings you a profit of £1 . 17 . 0d. on the small investment of £3 . 8 . 0d. (excl. P.T.).

In return you give a window and/or counter display of 'ENDRINE' for a period of 14 days.

Send your order in now for execution without delay.

JOHN WYETH & BROTHER LTD.
Clifton House, Euston Road, London, N.W.1

CONSISTENT ADVERTISING —REGULAR SALES



Adelaide Grey Proprietaries sell steadily month-by-month unaffected by fashion or feminine whim. Display 'Wax-a-Way' and 'Longlash' on your counter. Among the eleven million women who see Adelaide Grey advertising each month are many of your customers

WAX-A-WAY & COOLWAX DEPILATORIES

'Laleek' Wax-a-Way recommended for facial treatment is definitely the most satisfactory Wax Depilatory marketed today. It retails at 8/7 including Tax. 'Laleek' Coolwax is for use on the arms and legs. Economical to use and most effective. Retails at 5/9 including Tax.

LONGLASH & EYE COSMETIC

Adelaide Grey's 'Laleek' LONGLASH, famous for years as the leading line in the field, retails at 2/1. 'Laleek' Eye Cosmetic attractively packed in its new round container complete with brush, retail 4/6 is rapidly growing in popularity.



BEAUTY PREPARATIONS

ADELAIDE GREY, 30 OLD BOND ST., LONDON, W.1. Tel. REGent 5825

Have you placed YOUR order for the

NEW 1/3d size ZAC

Baby Cream

The new 1/3 size Zac Baby Cream, produced in response to repeated requests, fills a long felt need. It is sweeping the country from Land's End to John O' Groats. And it brings this high-quality Baby Cream now within reach of *every* mother's purse.



The new 1/3 size Zac Baby Cream is packed in this attractive display outer holding one-dozen tubes.

64 MILLION WOMEN READERS

will see the powerful, sales-compelling Zac adverts during the next three months alone in the "Biggest-Ever" advertising campaign for Zac Baby Products commencing forthwith in the big circulation National Sunday, Daily, Weekly and Monthly publications. The new 1/3 size Zac Baby Cream as well as the 1/9 and 2/9 sizes will be featured in these advertisements which cover every city, town, village and hamlet in the Kingdom.

INCREASED SALES ARE CERTAIN!

HOUGH, HOSEASON & CO. LTD., CHAPEL STREET, MANCHESTER 19

QUALITY FIRST

We have been making compressed tablets for over 50 years. Our first consideration is always QUALITY.

Tablets to standard formulæ always in stock.

Our plant is capable of making perfect tablets from $\frac{1}{8}$″ to $2\frac{1}{2}$″ in diameter, and 8 milligrammes to 4 ounces in weight.

WE SPECIALIZE
IN EXPERIMENTAL WORK

THOMPSON & CAPPER
WHOLESALE LTD.

SPEKE HALL ROAD,
LIVERPOOL, 19

'PYREX'

Regd. Trade Mark BRAND

Laboratory and Scientific Glassware

A boro-silicate glass of low alkali content, 'PYREX' Brand Glassware resists attack from all ordinary reagents.

Its low coefficient of expansion enables 'PYREX' Brand apparatus to be made with thicker, stronger walls, thus reducing risk of breakage, while retaining a very high resistance to the effects of sudden temperature changes.

A simple but very effective system ensures accurate calibration of 'PYREX' Brand Graduated Glassware, to NPL, Class A or Class B Standards as required.

The foregoing properties offer very sound reasons for using 'PYREX' Laboratory and Scientific Glassware, on grounds both of efficiency and economy.





'PYREX' Brand SINTERED GLASSWARE

The actual filter discs are composed entirely of ground 'PYREX' Brand Glass, fused into various filtering vessels, the whole unit being resistant to the effects of sudden heat and cold. The filter discs are produced in varying standards of porosity, available in five grades . . . from average pore diameter 120 microns to 1·3 microns. This 'PYREX' Brand Sintered Glassware provides perfect filtering for all dispensary and laboratory purposes. You will find this system of filtering infinitely superior to the old-fashioned filter papers, both in operation and in actual results.

S 103 C

To Messrs. James A. Jobling and Co. Limited.

Please send us illustrated catalogue of 'PYREX' Brand Laboratory and Scientific Glassware.

Name .....

Address .....

.....

JAMES A. JOBLING and CO. LTD.

Wear Glass Works Sunderland

The original and only makers of 'PYREX' Brand Glass in the United Kingdom.

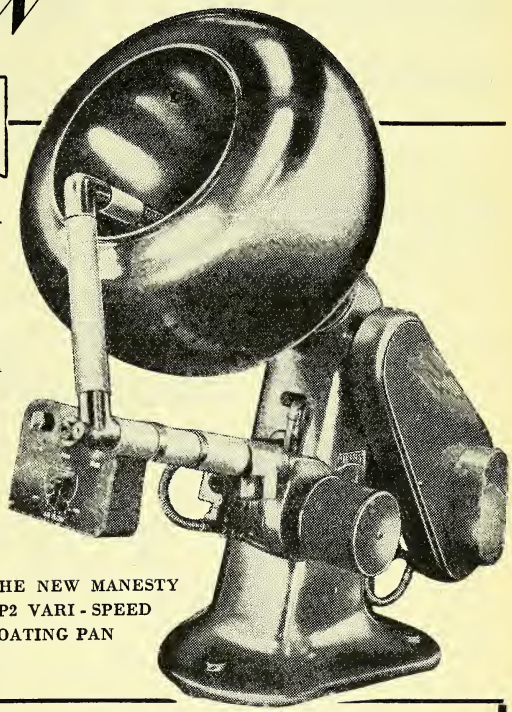
Study the advantages of this NEW

MANESTY

VARI-SPEED

COATING PAN

The increasing demand for a coating pan with an infinitely variable speed range has resulted in the introduction of a new MANESTY machine which offers many advantages over earlier designs. This new 'CP2' Vari-Speed model meets the majority of operators' requirements in that the speed of its pan ranges from 12-36 r.p.m. It can be fitted with the latest design Type III Hot Air Blower which has the following special features :—it is independent of the pan speed; has a 6-speed range (hot or cold), an 18-stage heat control, a new design air disperser and an air filter on the intake. The Hot Air Blower is optional. A constant speed 'CP2' is also available. Write today for fuller details of this new model.



THE NEW MANESTY CP2 VARI-SPEED COATING PAN

Have you this book ?
"Tablet Making" — An authoritative volume by A. Little & K. A. Mitchell. 123 pp. 47 illus. 31 formulæ. Cloth bound. 15/- net. Post free.

SPECIFICATION

Height of machine (30″ *pan*)	58″
Speed of pan (*infinitely variable*) ...	12-36 *r.p.m.*
Horsepower required	1 *h.p.*
Speed of motor	1420 *r.p.m.*
Floor space occupied (*inc. pan*) ...	44″×30″
Approx. nett weight (*pan and stand*)... ...	540 *lb.*

MANESTY MACHINES LIMITED

DEPT. 5 SPEKE LIVERPOOL 19

Telephone : Hunts Cross 1972 *Telegrams : Manesty, Liverpool* 19

TABLET MACHINES · COATING PANS · GRANULATORS · MIXERS · PUNCHES & DIES

doctors prescribe
nurses recommend
wholesalers supply
chemists dispense

non-irritant—rapidly effective

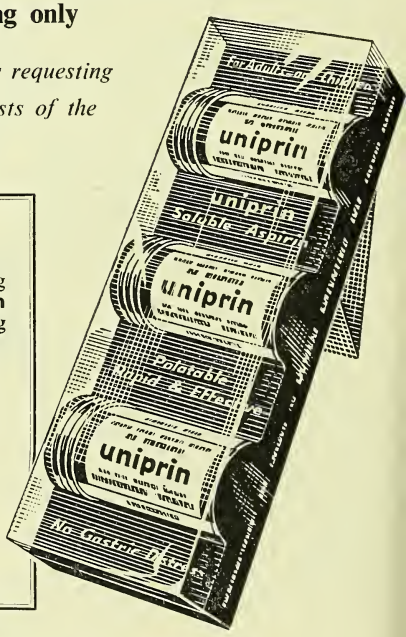
uniprin

TABLETS

soluble, palatable calcium-aspirin

. . . but uniprin is not for dispensing only

the public, *in increasing numbers, is requesting* **uniprin** *and we would remind chemists of the* ***2/3 Retail Packing of 40 Tablets***



SPECIAL OFFER

To assist over-the-counter sales we are offering FREE with all orders for 2 doz. x 2/3d **uniprin** a small attractive display unit containing 3 x 2/3d packings.

2 doz. **uniprin** 2/3 at 15/3 doz. plus ¼ doz. free bonus	**£1.10. 6**
P.T. on 2¼ doz.	**11. 5**
	£2. 1.11
Retail price 2¼ doz. x 2/3 **uniprin**	**£3. 0. 9**
PROFIT	**18.10**

uniprin dispensing packings (all P.T. exempt)

100 tablets . . .	3/- net	500 tablets . . .	11/4 net
250 tablets . . .	6/- net	1000 tablets . . .	21/3 net

Send bonus orders to address below indicating the wholesale house through which we may invoice. Wholesalers can supply smaller quantities direct.

CLINICAL PRODUCTS LTD. C.P.L **RICHMOND · SURREY**

Telephone: Richmond 4023/24, 4409, 5931

Norman Hartnell

THE ROYAL DRESSMAKER

presents his first perfume

In Love

At **£2 10 0** (*standard packing*)
£4 0 0 (*standard packing*)
£8 8 0 (*in presentation box*)
trial phials **8/6** *each*

He has entrusted the entire packaging and distribution to Grossmith to whom all enquiries should be addressed.

GROSSMITH

45 PICCADILLY, LONDON, W.1.

153 MILLION
advertisements for
DUNLOP
HOT WATER BOTTLES



Advertisements like these will appear in big circulation newspapers during November, December and January, reminding millions of chilly people that bed can be so much more welcoming when a Dunlop hot water bottle has taken the chill off the sheets! Now that winter is here customers will want to buy these hot water bottles with the name they know and trust, so—look to your stocks now. These are the big circulation papers that will advertise the Dunlop range:—

DAILY EXPRESS
DAILY MAIL
DAILY MIRROR
SUNDAY DISPATCH
RADIO TIMES
NEWS OF THE WORLD
DAILY HERALD
DAILY GRAPHIC
NEWS CHRONICLE
THE PEOPLE
SUNDAY EXPRESS



OBTAINABLE FROM YOUR USUAL WHOLESALER

2G SG4



Achievement in our time

A bird which is pursued by Ludwig Koch is not in danger of being killed, but of being made immortal. For this inspired technical artist has wormed, waded or hoisted himself into every sort of terrain to record on disc the utterance of every kind of European bird. *Achievement in our time* comes only as it always came —by mastery of technique based on knowledge and devotion. It is our conviction that this can also mark the attitude of a chemical house on which the health of men and the progress of industry depend.

FINE CHEMICALS BY
HOWARDS OF ILFORD
Established in 1797

ASPIRIN · AVANTINE · BISMUTH SALTS · BROMIDES · CITRATES · ETHERS · HEAVY MAGNESIAS
IODIDES · LACTATES · QUININE · SALICYLATES · SORBITOL · TABLETS · THYMOL TBW/A4

THE SYMBOL OF QUALITY AND SERVICE



Aspirin Salicylates and Allied Products

Graesser Salicylates Ltd.
SANDYCROFT NEAR CHESTER
Phone: HAWARDEN 2125 *Grams:* Quality Chester

JKL

IPECACUANHA B.P.
JABORANDI
PAPAIN
BALSAM TOLU
Genuine Imported
★
and all other
Botanicals, Gums, Waxes,
Essential Oils and Spices

JOHN KELLYS (LONDON) LTD.
Gresham House, 24 OLD BROAD STREET, E.C.2
Telephone: London Wall 4882, 6585, 6586
Telegrams: "Ergotine Stock, London"
Branches in New York and Hamburg

"Eagle" Brand Chemicals
B.P.
PRECIPITATED
SULPHUR
PHOTOGRAPHIC
HYPO
AND
SULPHITE
—CRYSTALS and ANHYDROUS—
EPSOM SALTS
GLAUBER SALTS
ARSENIATE OF LEAD
Enquiries Invited
JOHN RILEY & SONS, LTD
Chemical Manufacturers
HAPTON near BURNLEY
Telegrams: "Rileys Hapton" *Telephone:* Padiham 290/1

TUNGLOSE
BRAND
PURE MEDICINAL
POWDERED GLUCOSE
(Dextrose Monohydrate)
Ask your Wholesaler
▼
TUNNEL GLUCOSE
REFINERIES LTD.
Kirkman House,
54a Tottenham Court Rd., London, W.1
Telephone: Langham 6972/7
Works: Tunnel Avenue, Greenwich

PROGALLIN-P

Regd. Trade Mark

Propyl Gallate BPC

THE HARMLESS AND POWERFUL
ANTIOXIDANT
FOR FATS AND OILS

Our Service Dept. will gladly co-operate with you on all technical problems

Sole Distributors for the United Kingdom
P. Samuelson & Co., Roman Wall House, 1 Crutched Friars, London, E.C.3
Telephone : ROYal 2117/8

NIPA LABORATORIES LTD
TREFOREST TRADING ESTATE
Nr. CARDIFF TEL: TAFFS WELL 128 & 150

TANNIC ACID (Bulk Supplies Only)

AND DERIVATIVES

THE BRITISH DYEWOOD COMPANY LIMITED
19 St. VINCENT PLACE GLASGOW, C.1

BURNSIDE'S EUCALYPTUS OILS

Distilled in Australia by the largest distillers and refiners of Eucalyptus Oils in the world.—W. K. BURNSIDE, PTY., LTD., MELBOURNE, AUSTRALIA

80/85% B.P.
Oil Euc. Dives 40/45%
Oil Euc. Citriodora

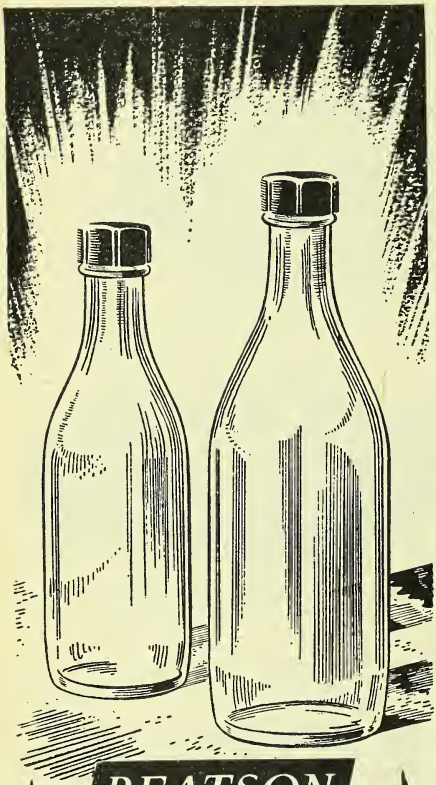
70/75% B.P.
Piperitone 90/95%
Oil Euc. Phellandra

. . . . Phellandrene . . .

UNIFORMITY OF QUALITY . CONSISTENCY OF ODOUR

Agents for U.K.: **WILSON & MANSFIELD, LTD., 15 Philpot LANE, LONDON, E.C.3**

Phone: MANSION HOUSE 9264-5-6 **(WHOLESALE ONLY)** *Grams: WYFIELD LONDON*



BEATSON

BAKELITE CAPPED

Champagne Oils

These bottles greatly enhance the presentation of packed oils. They are available in 2½ oz., 5 oz., 10 oz., and 20 oz. capacities.

"The sign of a TRADE MARK REGISTERED *Good Bottle"*

BEATSON CLARK & CO., LTD.

Glass Bottle Manufacturers

ROTHERHAM *Est. 1751* YORKS

BC75

NOW... 33⅓% profit

FOR YOU ON

Dirty Paws

NON-GRITTY

HAND CLEANSER

Reduced Trade Prices for "Dirty Paws" hand cleanser will give retailers 33⅓% profit instead of 25%. Selling prices to the public remain 2/6 a tin and 1/6 a tube. Order through your usual wholesaler or write to us.

Consumer demand for "Dirty Paws" is stimulated by extensive regular advertising in the Press. Exhibitions in many parts of the country will feature the product, and show material, hand-bills and samples are freely available.



Dirty Paws

NON-GRITTY

HAND CLEANSER

KAY BROTHERS LIMITED · STOCKPOR

GNOME

The ALPHA DE LUXE ENLARGER

2¼ x 3¼

★

MANY NEW FEATURES



from

£15·7·6

including lens and tax

Write direct to manufacturers for details

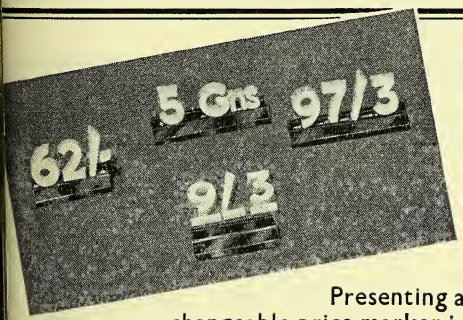
GNOME PHOTOGRAPHIC PRODUCTS LTD.

354 CAERPHILLY ROAD, CARDIFF



Obtainable from your usual Wholesalers, or if any difficulty, write:—

PIFCO LTD.
WATLING STREET, MANCHESTER 4



KENNETT
INTERCHANGEABLE
PRICE MARKERS
MARK YOUR PRICES THE MODERN WAY

Presenting a new, beautifully designed, interchangeable price marker ideal for the chemist and druggist. Consisting of solid white moulded numerals $\frac{1}{2}$" high and $\frac{1}{10}$" thick which slot into and are firmly held by a V shaped slot in a black plastic base.

Small, but solidly made, this price marker is practically unbreakable and will last a lifetime.

Sets from £2.4.0d. to £8.13.0d.

Don't miss this opportunity to solve your price marking problems for all time. We will gladly send you a leaflet and free sample on request—write to-day.

KENNETT PRICE MARKERS 3 City Road, Winchester, Hants.

VULFIX

VULFIX SERVICE SHAVING BRUSHES

Obtainable through all wholesalers

New Price Reductions, supported by national advertising, ensure heavy demand for these popular "VULFIX" brushes. Made of pure bristles, each brush carries a two year guarantee.

Now retail at **3/11d., 5/11d., 6/9d., 8/6d., 10/6d., 12/6d., 21/-.**

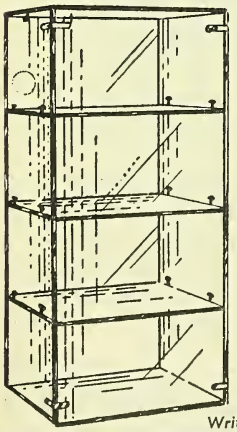


THE BRUSH WITH THE TWO YEARS GUARANTEE

VULFIX "Service" PURE BRISTL
Shaving **BRUSHES**

THE PROGRESS SHAVING BRUSH CO. LTD.
Mottram Street, Stockport Phone: STOckport 2147 · 49 Leadenhall Street, London, E.C.3 Phone: ROYal 2857

GLASS SHOWCASES



Frameless glass display cases with chromium fittings show off your goods to best advantage and assist quick counter service. (They also prevent pilfering.)

24" high × 12" wide × 10" deep (2 shelves) **85/-**

30" high × 15" wide × 12" deep (3 shelves) **110/-**

Write to-day for details of other sizes which can be supplied from stock

Wm. POTTER & SONS

only address
Aldersgate Works, Felsham Rd., London, S.W.15
Telephone: PUTney 7711

GUM TRAGACANTH

GUM KARAYA
WHOLE AND POWDERED

M. HAMBURGER & SONS
DIRECT IMPORTERS
Plantation House
MINCING LANE, LONDON, E.C.3
Telephone: Mansion House 4405 (3 lines)



LEIGH & SONS METAL WORKS LTD.
Orlando St., BOLTON.

CORK LINED SLEEVES

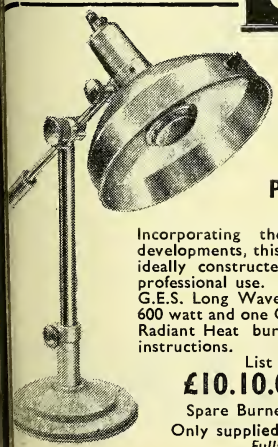
CORRUGATED PULL-THROUGH BOXES

Compressed Paper Packing Limited

Horton Road - West Drayton - Middlesex

Telephone: WEST DRAYTON 2237

SOL-TAN



Speedy Relief from Pain!

'SOL-TAN' PROFESSIONAL

Cat. No. E.M.29

Incorporating the latest scientific developments, this attractive model is ideally constructed for heavy duty professional use. Supplied with one G.E.S. Long Wave Infra Red burner, 600 watt and one G.E.S. Mixed Wave Radiant Heat burner, 750 watt, and instructions.

List Price

£10.10.0 (Tax Free)

Spare Burners 35/- each

Indoor Sunshine!

'SOL-TAN' "TRIPLERAY" 100/23 T.M.

Quartz Burner

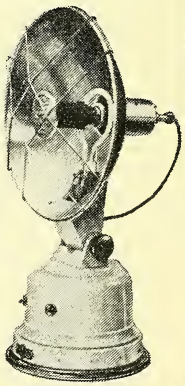
This excellent portable model produces rich Ultra-Violet Radiant-Heat Infra-Red rays at a touch of a switch. Exceptionally well made and incorporating only the highest class materials and workmanship.

Operated on A.C. only 200/250 volt.

List Price

£19.13.3

Complete Tax Free



Only supplied against Doctor's certificate or for professional use.

Fully illustrated Catalogue gladly sent on request

'Sol-Tan' Marketed for Home and Export by:—

THE LONDON COMMERCIAL ELECTRICAL STORES LTD

20-23 CURSITOR STREET. E.C.4. · CHANCERY 6488/9

wha



CONTAINE



S.P.D. LIM

CRS 105-1062-120

case . . . . . well!

till something missing somewhere, which

n this case is the case we need.

lease make sure that every case is

refully opened and when C.R.S-marked

ould be saved for collection until the

R.S van collects for re-use.

r vans collect throughout the length and breadth of England

ecovery service

ALISBURY SQUARE, LONDON, E.C.4

CRS 105A-1062-120

ROONEY
shaving brushes



No. 1002

Nationally advertised in

THE DAILY MAIL
THE EVENING NEWS
THE DAILY EXPRESS
THE NEWS CHRONICLE
THE GLASGOW EVENING TIMES
THE MANCHESTER DAILY DISPATCH

ROONEY shaving brushes are first-class value, handsome brushes with real customer appeal. Christmas is not far off. Order NOW to ensure early delivery.

Every brush GUARANTEED

R.A. **ROONEY** & Sons Ltd
makers of fine brushes for over 150 years
LONDON E.17

for fine chemicals especially:

ASPIRIN B.P. "FRE-FLO"
CITRIC ACID B.P.
SALICYLIC ACID B.P. & TECH.
SODIUM SALICYLATE B.P.
TARTARIC ACID B.P.
VANILLIN 100%

H. W. GRAESSER-THOMAS LTD
49 LEADENHALL STREET, LONDON, E.C.3
TELEPHONES: ROYAL 3011 - 6111

Squeak
TRADE MARK



REALLY KILLS MICE!

THE ANTI-COAGULANT MOUSE EXTERMINATOR

harmless to children and pets—does not contaminate food.

Advertised Nationally in THE RADIO TIMES JOHN BULL ILLUSTRATED

Attractive Counter Displays and Showcards will make SQUEAK your fastest seller.

Obtainable from your usual Wholesaler If any difficulty, write direct to

SOREX (London) Ltd TONBRIDGE ROAD MAIDSTONE · KENT

Smee

Soothing the cough that causes insomnia

IN TRACHEITIS and bronchitis the sleeplessness caused by a persistent, unproductive cough can be very exhausting. Tusana Cocillana Cough Linctus is very valuable in such cases. It provides a blend of expectorants to loosen the tenacious mucus in the upper air passages and the central sedative, codeine, to depress the cough reflex.

By breaking the vicious circle of coughing and irritation, Tusana allows the patient to sleep and gather strength for recovery. The tendency of codeine to cause constipation is offset by the inclusion of a little extract of senna in the formula.

Retail Prices: 4 oz. 3/3d. (inc. P.T.); 20 oz. 12/6d. (exempt P.T.); 80 oz. 45/- (exempt P.T.).

Trade Prices: 4 oz. 1/9½d. (plus 7d. P.T.); 20 oz. 8/4d. (exempt P.T.); 80 oz. 30/- (exempt P.T.).

For Dispensing purposes only.

TUSANA

COCILLANA COUGH LINCTUS

Literature and further information from: Wholesale & Export Dept., BOOTS PURE DRUG CO. LTD., NOTTINGHAM (Nottingham 45501). London Sales Office: 71 Fleet Street, E.C.4. (Central 0111).

Boots

S148

EVAN WILLIAMS Shampoo



This attractive COUNTER SALE DISPLAY UNIT *is included with every direct order for this popular profit making line*

Each unit holds 1 dozen **CAMOMILE** Shampoos and 1 dozen **HENNA** Shampoos, and will fulfil the double function of a handy counter dispenser and a silent salesman for the shampoo that has been the choice of discerning women for over half a century.

Evan Williams Company Ltd., *Sales Dept.*, Aintree Road, Perivale, Middx

Every day the 'NERVONE' message goes out to customers in your area!

NERVONE

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BUILDS UP NERVE POWER

CONSISTENT advertising has created a lively demand for 'NERVONE,' the new biochemic tablet. More and more of your customers will be asking for 'NERVONE' and 'repeats' and recommendations flow freely from initial orders. It pays to stock and display 'NERVONE.'

One Shilling and Sevenpence PROFIT on Each Sale!

NEW ERA LABORATORIES LTD
Cecil House, Holborn Viaduct, London

We invite your enquiries and orders for
DRUGS, GALENICALS, TABLETS, OINTMENTS, SYRUP OF RASPBERRY B.P.C., SURGICAL DRESSINGS, SURGICAL PLASTERS, ETHICALS, PATENTS, SURGICAL INSTRUMENTS, CHEMISTS' SUNDRIES
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WHOLESALE AND MANUFACTURING CHEMISTS
51 EXMOUTH STREET, LONDON, E.C.1
Telephone: TERminus 9494 and 1431

Post orders executed promptly
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N23

A WARM favourite!



Victory·V
GUMS & LOZENGES
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THE WORLD'S GREATEST BOOKSHOP

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Two minutes from Tottenham Court Rd., Station

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SURGICAL DRESSINGS · CREPE BANDAGES SANITARY TOWELS · SPONGE BAGS · TOILET BAGS · BABY PANTS · FACE CLOTHS

All Enquiries to: **CROSSKILLS OF NORWICH**

CONTINUED FORCEFUL ADVERTISING FOR *Pepsodent* TOOTHPASTE



THIS DAILY EXPRESS HALF PAGE

advertisement, seen by 10,470,000 readers on October 29th, will be supported by extensive advertising in the largest national newspapers and women's magazines. It will sustain and expand your Pepsodent sales.

Get the full advantage of this huge campaign by displaying Pepsodent NOW!

M-1062-180

'CANDA'

'PENS'

"PEN" BRAND

UNBREAKABLE

Now issued as attractive Plastic Tubes (NOT GLASS) with Plastic Screw Caps

IODINE, MOSQUITO — RETAIL 1/9 including Tax

ACRIFLAVINE, CLEARSIGHT — RETAIL 1/6 (No Tax)

TRADE PRICES
12/- per doz.
11/6 per doz. for 3 doz. (assorted if desired).
Plus 33⅓% Tax on Iodine and Mosquito.

The 'PEN' DISPLAY BOX contains 1 doz.

CLAY & ABRAHAM LTD., LIVERPOOL, 1
Manufacturing Chemists *Est. 1813*

CANDA
Reg. Trade Mark.
CA16

EPHAZONE
TABLETS
Rational, symptomatic treatment in
ASTHMA & BRONCHITIS

Each tablet contains Ephedrine, the important anti-spasmodic for bronchial spasm, Theobromine, for its relaxing effect on the bronchial muscle and for stimulation of the coronary circulation, Phenazone, for its soothing effect on the higher centres, and Calcium gluconate, a readily absorbable calcium salt, for diminishing capillary permeability and checking the secretion of mucus.

These active ingredients with complementary effects in bronchial asthma are presented in the following proportions in the 'EPHAZONE' Tablet:

Ephedrine hydrochloride - -	¼ grain
Theobromine - - -	½ grain
Phenazone - - - -	1 grain
Calcium gluconate -	¼ grain

This preparation is sanctioned for prescription under N.H.S.

EPHAZONE LTD. *59 Brook St., London, W.1. Tel: Mayfair 5496*
E.1

AN ALL COTTON WOOL PRODUCT OF REPU

Consolux
(Registered) Patent No. 4107

SUPERFINE QUALITY
ALL WOOL SANITARY TOWEL

LOOPED ENDS
NON-ABSORBENT BACK
WHOLESALE ONLY

ROBERT BAILEY & SON, LT
SURGICAL DRESSINGS MANUFACTURERS
DYSART STREET, GREAT MOOR, STOCKPO
Phone: STEPPING HILL 3006/7 Grams: "UNDISPUTED" STOCKP

SELL Owbridge LINES

The familiar **OWBRIDGE'S LUNG TONIC** and two new profitable lines — write now for full price-list



V · T · OWBRIDGE LTD · OSBORNE STREET · HULL

"When I sell a bottle of . . .

MIRACLE MIXTURE

I make a friend"

Thus writes a Chemist who has a big Trade with Dog Owners

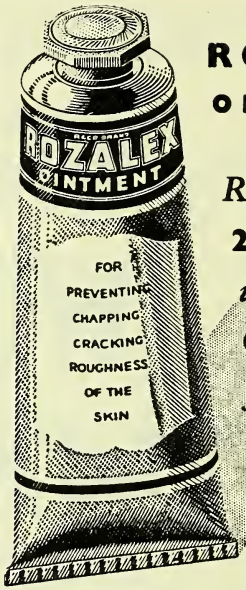
There is no medicine in this Country which has saved the lives of so many poorly dogs. There is no more elegant preparation. None which gives such certain and speedy relief and none which shows you a better return for your sales in good wishes and financial benefit.

Get in touch now with :—

THE HATCHWELL CO. LTD

BYRON STREET, PRESTON, LANCS

Telephone: Preston 5118



ROZALE

OINTMEN

Retailing at

2/6 per tub

inc. P.T.

Obtainable from your usual wholesale

TRADE DISCOU

33⅓%

ROZALEX LTD., 19 NORFOLK STREET, MANCHESTE

NATIONAL FORMULARY 1949

PASTILLES *and* LOZENGES *are always in ample supply from*

ROBERT GIBSON & SONS LIMITED

MANCHESTER & LONDON

Manufacturers of

"MECCA" COUGH PASTILLES

and

GIBSON'S CHOCOLATE WORM CAKES

BEST SELLER BY FAR . . .

Lastonet has become easily the most popular surgical stocking on sheer merit. Get the most out of this expanding trade by making a bold show of Lastonet display material and keeping a stock of measurement forms. Both are available on application.



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Lastonet

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FEATHERWEIGHT NET STOCKI

Ⓟ 5

LASTONET PRODUCTS LTD., Carn Brea, Redruth, Cornw

There is a BIG RUSH for this popular Xmas gift



This attractive Gift Pack containing ir CAMILATONE SHAMPOOS retails at 2/-

AMPOO ROYALE—Camilatone's NEW npoo—makes its first impact on the lic as an attractively gay, easy-to-mail Pack. And promises to be a great ess! Shampoo Royale is suitable for y shade of hair and this Xmas pack is convertible into four separate shampoos to retail at 6d. each. Trade price 13/- (plus 33⅓% Pur. Tax) per dozen Gift Packs total contents 4 dozen shampoos. This is a sure selling Xmas line. You are just in time to get your stocks. Write your order today!

CAMILATONE *Shampoo Royale*

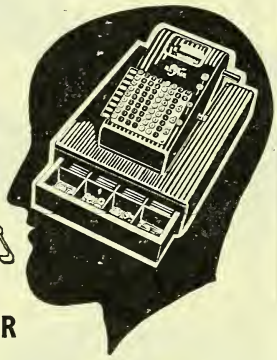
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Let REGNA do your RECKONING

A system of ready reckoning as you go along, simply and quickly by fingertip control:—

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Benzoyl Peroxide, Calcium Peroxide
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Emulsifying Waxes

LAPORTE CHEMICALS LTD., LUTON
Phone: Luton 4390 Grams: Laporte Luton

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"DEBUSAN" SANITARY TOWELS

are a Cotton Wool Towel affording maximum comfort at very low cost. Supplied in Popular size only

Manufactured by:
JASON & STUART PRODUCTS
Plane Street Mill, OLDHAM, Lancs.

RECOMMENDED FOR NERVES

DR. NIBLETT'S
VITAL RENEWER
NERVE SEDATIVE

for **70 YEARS**
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FOR VOICE THROAT & CHEST

TEASDALE & CO. LTD., CARLISLE

THE BEST KNOWN AND *PROVED* REMEDY

FOR TROUBLE IN THE HAIR



Derbac is the one proved remedy for infestation in the hair. It is the fastest seller and fastest in effecting a cure. For serious cases recommend LIQUID DERBAC followed by regular shampooing and combing with DERBAC SOAP AND COMB. Your customers will thank you for prescribing this proved treatment.

FROM CHEMISTS ONLY

DERBAC

SOAP for slight infestation. | **LIQUID** for more serious cases.

D.T.1. PURE PRODUCTS SOAP COMPANY LTD., COLWICK, NOTTINGHAM

TUBULAR BANDAGES

IN ALL WIDTHS

MEDLOCK MANUFACTURING CO. LTD.
Medlock Mills, Oldham
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NON-ALLERGIC TOILET PREPARATIONS

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WE WANT MILLAMALT



Manufacturers: JEFFREYS, ER & CO. LTD., *Leyland Mills,* n. (*London Dept. 19 Brookside Rd. N.*) BECAUSE OF THE BUTTERSCOTCH FLAVOUR

Home and Export

ISONIAZID TABLETS

(Isonicotinyl Hydrazide)

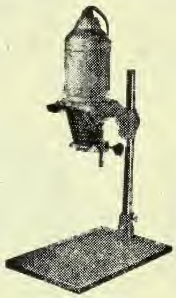
THE DALES TABLET MAKERS LTD., Steeton, nr. KEIGHLEY Phone: STEETON 3222

Popular priced 'GNOME' ENLARGERS

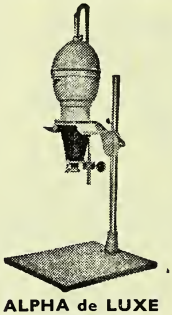
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with doublet lens **£15 8 2**
for 35 mm negs



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with doublet lens **£12 9 4**
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Wray lenses and flanges to suit also available. Delivery can be made direct to your customers if desired. Detailed Price List on application

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Delicious fruit drinks for Diabetics

ROSE'S DIABETIC LIME JUICE
3/6 *a bottle*

ROSE'S DIABETIC LEMON
OR ORANGE SQUASH
3/- *a bottle*

All specially prepared without added sugar

CROAKY?



Attention-compelling, nationally advertised 'croaky' is creating a bigger demand than ever for Kilkof and Kilkof-Kones. No comparable proprietary has so quickly captured the public's interest. None offers *you* so high a percentage of profit. Reap the benefits of the ever-increasing Kilkof goodwill. It means rapid turnover and repeat sales as well as handsome rewards.

SELL KILKOF

and KILKOF-KONES

Made by **PARKINSONS LTD.** Manufacturing Chemists, Burnley

Important Preliminary Announcement

PHARMACEUTICAL FORMULAS VOL. 1

A new edition of this standard reference book will be published at the end of this year. This edition—the twelfth since 1898—is completely rewritten. It incorporates the newer formulations required by recent advances in medical practice, whilst retaining the best of the recipes which have made this book unique throughout the past half-century. Over 1100 pages of essential information.

Orders will now be accepted for delivery on publication

Price 37s. 6d. (Postage 1s. 1d.)

Orders and remittance should be sent to The Publisher

The CHEMIST AND DRUGGIST
28 ESSEX STREET, STRAND,
LONDON, W.C.2.

"I find Tress an excellent line"

says Mr. Sydney Steyn, well-known chemist, pictured here in his branch at North Audley Street, London, W.1. "It is a very good seller, but what pleases me most, is that everyone speaks highly of it, and all come back for more."

Extensive National Advertising plus the remarkable qualities of the product, have in a few months made this new wave set a best seller. Greatly increased advertising now appearing in current women's magazines and the National Press will ensure still bigger sales. Stocked by all wholesalers. **Show TRESS, and you will sell it.**

TRESS

SETS, CURLS & CONDITIONS THE HAIR

TRADE PRICES: *Sells at 2/11d. per bottle, giving many applications.* **Your cost: 14/3d. per dozen plus 100% purchase tax. Your profit: 6/6d. per dozen.**

Mr. Steyn is the Proprietor of Gould & Co., and associated firm of Hugh Lloyd, North Audley Street, London, W.1; also A. Moore, Sloane Street, London, S.W.1; and J. Barnes, Knightsbridge, S.W.1.

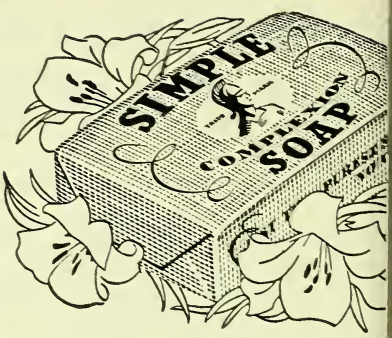


Product of L'Oreal, Paris, distributed by **GOLDEN LIMITED, 2/4 DEAN STREET, LONDON, W.1**

pure soap—no perfume
no colouring—no fillings

THAT'S

"SIMPLE" SOAP



The Lily — the symb
Purity

SALES ARE RAPIDLY GROWING

Be prepared by holding a stock and take your share of this rapidly expanding line.

Advertising is regularly appearing in a wide range of Medical and Nursing Journals.

AMPLE SUPPLIES — PROMPT DELIVERIES

Good Profits — reasonably priced. 6/- per dozen, plus 2/- P.T. Retail price 11d., showing a profit of 3d. per tablet.

AVAILABLE THROUGH WHOLESALERS
Or Direct

THE ALBION SOAP CO., LTD., 30-2 THAMES STREET, HAMPTON, MIDD
Makers of the world famous Albion Milk and Sulphur Toilet So

Have you got your copy of

THE CHEMIST'S DICTIONARY OF SYNONYMS?

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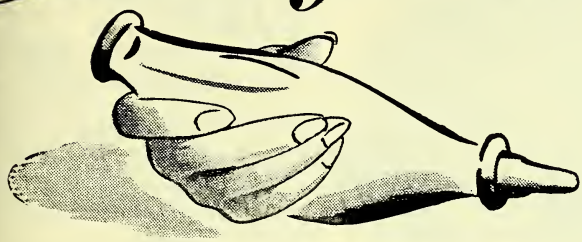
This book incorporates ROUSE'S SYNONYMS and contains over 7,000 synonymous terms. It is a most useful book of reference.

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5/4 *post free*

THE CHEMIST & DRUGGIST
28 ESSEX STREET · STRAND · LONDON · W.C.2

Bottle-fed babies—



THE Pharmacist's *advice*

Confronted, as he often is with a request for advice upon digestive disturbance when baby is bottle-fed, the Pharmacist may confidently recommend the use of * ' Milk of Magnesia '.

This antacid laxative checks the formation of indigestible protein curds and enables digestion to proceed with comfort.

Thus the baby is contented, receives full nutritional value from each feed and thrives.



'MILK OF MAGNESIA'

REGD. TRADE MARK *

THE CHAS. H. PHILLIPS CHEMICAL CO. LTD.,

179, Acton Vale, London, W.3.



The Silky Soft Absorbe
Tissue that is preferr

Vanity

HANKIE TISSU
RETAILS FROM 1/6d

Tissues have come to stay—it's ju
case of selling the BEST to make
keep customers. VANITY are prod
by THE PAPER SPECIALISTS—pa
attractively and come to you in dis
cartons worthy of your windows
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POCKET PACK for Travel, School,
(24 large size White Tissues) 4d.
In the carton that does not disintegrate in
BOUDOIR CARTONS (150 in Whi
assorted Pastel colours) or Cellophane Wra
150 and 180; assorted shades if required

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BRIMSDOWN, ENFIELD, MIDDLE

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SURGICAL ELASTIC HOSIERY

SEAMED, SEAMLESS TWO-WAY STRETCH ELASTIC NET

SURGICAL BELTS TRUSSES & SUNDRIES

Over 60 years' service of everything surgical

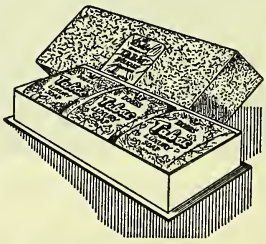
SURGICAL HOSIERY CO., LTD.
Russell Street, NOTTINGHAM
Telephone No. 75903 Telegrams: Surgical Notts

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PERFUME
TOILET-ESSENCE
LUXURY SOAP

Price List and samples on request. Special Bonus-terms.





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FINE CHEMICALS AND DRUGS

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DEGA BRAND

ESSENTIAL OILS

Aniseed, Bay, Cajuput, Juniper, Peppermint, etc.

"DEGA" BRAND SPECIALITIES

Terpeneless Oils and Isolates

Perfume Concentrates

*(We manufacture a wide range of **Floral** and **Speciality** type bouquets for all classes of trades)*

CHAS. ZIMMERMANN & CO. LTD

DEGA WORKS, WALMGATE RD., PERIVALE, GREENFORD, MIDDX

Telephone: Perivale 9121 (4 lines) Telegrams: Acidolan, Greenford, Middx

THEY ALL BUY . . .

Flexoplast BRAND Regd

FIRST-AID DRESSINGS FLEXIBLE AND WATERPROOF



For Cuts
Small Wounds
Burns · Abrasions
Bruises · Sore Heels

Obtainable from all wholesalers.

T.F. 139

A PRODUCT OF EDWARD TAYLOR LTD · MONTON · LANCS

Printed by The Haycock Press, Ltd., 106-140 Neate Street, Camberwell, S.E.5, and Published by the Proprietors, Morgan Brothers (Publishers), Limited, at 28 Essex Street, Strand, London, W.C.2. 69/35

This is indeed an odd newspaper

TO LOOK AT, the Manchester Guardian may seem old-fashioned. No concessions are made to the mass reader or the vulgar mind. You will search in vain for the tidbit, the juicy item, the Society scandal, the daily big-type bombshell.

What do you find instead? You find the old craft of good reporting and good writing. And that is curiously satisfying. You find yourself meeting minds which are clear, honest, cultured—and not self-conscious about these dying virtues. You find news, leaders, articles, comments, which you can trust.

You are not being bludgeoned into reading the Manchester Guardian. This newspaper is not for the millions. It is for the few—but not so very few!—who do not ask either for the pompous or the sensational.

If you have any difficulty in getting your Manchester Guardian regularly, please write to: The Manchester Guardian, Manchester.



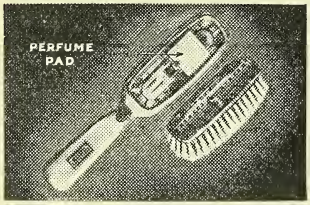
Ideal Gifts to hang on the Christmas Tree

Profit from Selling

KENT
Christmas Gift BRUSHES

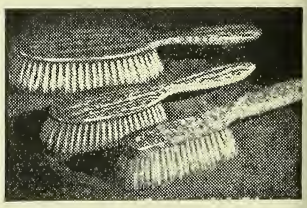
Packed to attract Priced to please— all your customers

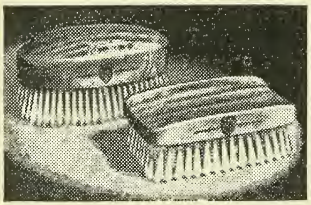
KENT EST 1777 ENGLAND



"Allure" Perfume Hairbrush.
From **30/-** Retail.

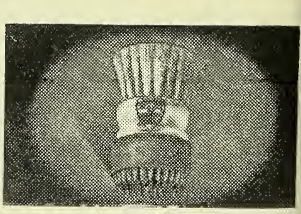
Ladies Hairbrushes.
From **12/6** Retail.





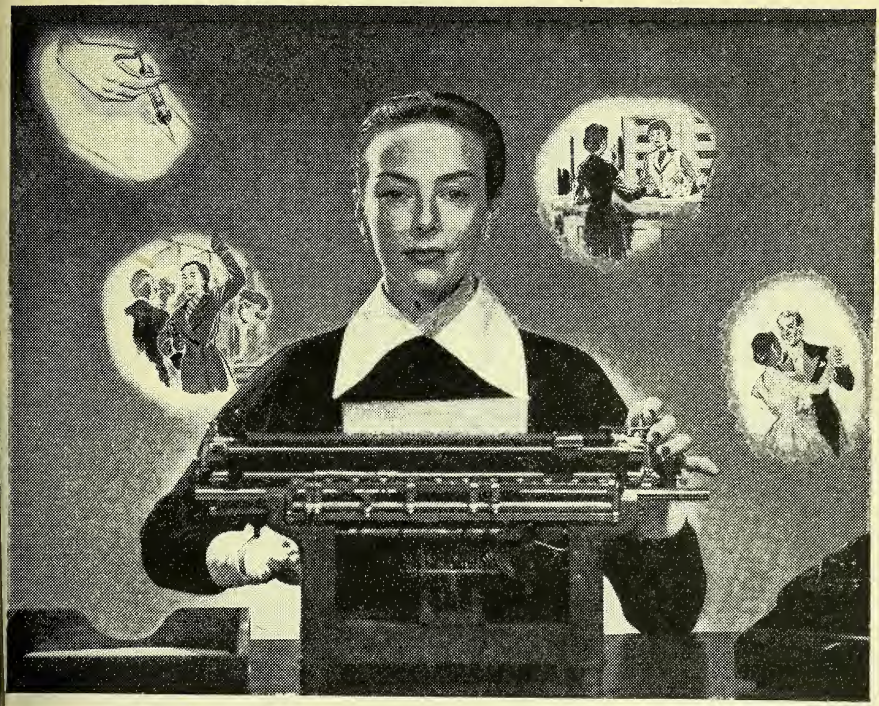
Mens Hairbrushes.
From **15/-** Retail.

"Bloom of Youth" Complexion Brush.
15/6 Retail.

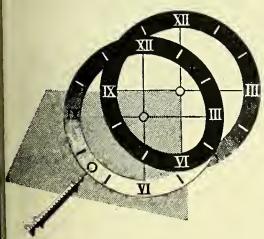


It pays to plan Christmas ordering early and take advantage of the KENT free display aids. Just write and ask for our Representative to call.

G. B. KENT & SONS LIMITED
24 OLD BOND STREET, LONDON, W.1
Telephone: REGent 1471/2/3 Telegrams: TRICHO, PICCY, LONDON



LIFE and the diabetic....



Save for a few simple routine measures, the diabetic's daily life need differ little from that of any other person. Indeed, in many cases a single daily dose of Globin Insulin suffices to control blood sugar satisfactorily from one morning to the next. The action of this intermediate insulin is prompt and strong by day, reaching its peak when most required; but diminishes by night, thus obviating bedtime meals. Nocturnal insulin reactions are rare.

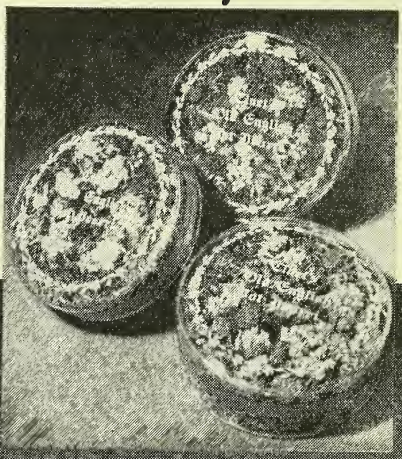
WELLCOME' BRAND GLOBIN INSULIN

(WITH ZINC)

BURROUGHS WELLCOME & CO. *(The Wellcome Foundation Ltd.)* LONDON

Order now for Xmas!







Cinet's Old English Pot Pourri

TWO SIZES PACKED IN ATTRACTIVE DISPLAY BOXES
OF ½ DOZEN SMALL OR ¼ DOZEN LARGE
SMALL SIZE COSTS 24/- DOZEN AND RETAILS AT 5/6
LARGE SIZE COSTS 39/- DOZEN AND RETAILS AT 9/-
PURCHASE TAX 100%

WARRICK BROS. LTD. · LONDON · N.1

The
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for RETAILER — WHOLESALER — MANUFACTURER
NOVEMBER 15, 1952
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CONTENTS

Allergy to BCG Vaccine	682	**Name Not Restored to Register**	679
An Accounts System for Retailers	687	**New Companies**	662
Business Changes	662	**Northern Ireland Health Board**	669
Coming Events	665	**Olive Oil Crop Prospects**	691
Correspondence	675	**Personalities**	665
Deaths	664	**Price Changes**	Supplement
Echoes of the Past	674	**Print and Publicity**	692
Editorial Articles:—		**The Extra Pharmacopœia**	677
Too Much and Too Soon	673	**The Late Mr W. Johnston**	663
A Dropper for the Patient?	673	**Topical Reflections**	661
Otherwise You Pay Tax	674	**Trade Marks**	692
A Narcotics Control Landmark	674	**Trade Notes**	667
Shelved	674	**Trade Report**	683
Essentials of Treatment—3	680	**Ulster Chemists' Association**	660
Information Wanted	672	**Veterinary Medicines Supply**	679
Irish Wholesalers' Dinner	669	**Weights and Measures Plans**	660
Liverpool Honours the President	670	**West Kent Branch Dinner**	670 and 671
Machinery Plant and Apparatus	666	**Zanzibar Clove Supplies**	686

NEWS OF THE WEEK

Freight Rates Claim. — The British Transport Commission has asked the Ministry of Transport to authorise a 5 per ent. increase in rail freight rates from December 1. A similar increase is sought n road haulage rates.

Semi-medicated Sweets.—The Minister f Food has further amended the Chocoate, Sugar Confectionery and Cocoa Proucts Order, 1951, so as to free from price ontrol the semi-medicated sweets listed in he Order. The amending Order (S.I., 952, No. 1961) comes into force on Noember 16

International Pharmaceutical Assemly.—The fifteenth general meeting of the nternational Pharmaceutical Federation ill be held in the *Palais de Chaillot* in aris in September 1953. The inaugural ession at the Paris town hall will be pened by the President of France. Inuiries should be addressed to *Comité 'Organisation, Secrétariat Général, Fédration Internationale Pharmaceutique,* 4 venue Ruysdaal, Paris, 8.

Pricing Scheme Abandoned.—A communication sent by the Ministry of Health to Executive Councils on November 10 states that, as the chemists in favour of the arrears of pricing scheme (see *C. & D.*, November 8, p. 618) were "insufficiently representative," the scheme would not be applied. The Ministry considers that only a minor saving in time would result from its application to those in favour of the scheme.

Conference Photographs Prize-winners. — Prize-winners in the recent British Pharmaceutical Conference photographic competition are as follows:—First in class A (general and landscape), Mr. F. C. Wilson (a member of the Pharmaceutical Society's Council), with "Matlock Bath"; class B (personal), Mr. D. A. Tomlinson, with "Portrait of Miss Eileen Smith at Monsal Dale." The report of the judge (Mr. D. A. Hughes) states that the number of entries was surprisingly small.

Imports of Dipentene and Turpentine. —Imports of cork, cork manufactures, di-

pentene and turpentine originating in and consigned from the Scheduled Territories, Muscat and Oman, may be made under open general licence. The Board of Trade now invites applications for licences to import these goods from certain other countries during the period January 1 to June 30, 1953. The Scheduled Territories at present comprise the British Commonwealth (except Canada), British Trust Territories, British Protectorates and Protected States, Burma, the Irish Republic, Iraq, Iceland, Libya and Jordan.

Ramsay Centenary Appeal.—Speaking at a dinner at University College, London, W.C.1, recently, to celebrate the centenary of Sir William Ramsay's birth (*C. & D.*, October 11, p. 490), Dr. B. Ifor Evans (Provost of University College) said that the college and the Ramsay Memorial Fellowship had decided to mark the centenary with an appeal addressed to industry. With the proceeds it was hoped to restore the English side of the international Ramsay Fellowship to its full strength and to add laboratories to Ramsay's old department, so that the numbers of advanced chemistry students in the college might be increased by one-third. £57,000 had already been promised; £100,000 was required.

Manufacture of Veterinary Preparations.—Under an Order (S.I., 1952, No. 1933) made by the Minister of Agriculture and Fisheries, and which comes into operation on January 1, 1954, the manufacture for sale or importation of certain veterinary therapeutic substances such as vaccines and sera is prohibited except under licence Standards of purity and tests are laid down. Therapeutic substances for veterinary use available in Britain are considered generally of a satisfactory standard. The need has been felt, however, for official standards and controls to be instituted. Manufacturers who intend to apply for licences are advised to communicate at an early date with the Secretary, Ministry of Agriculture and Fisheries, Animal Health Division, Hook Rise, Tolworth, Surbiton, Surrey.

British Production of Cortisone.—Plans for the production of cortisone acetate in the West Molesey, Surrey, factory of Bayer Products, Ltd., were announced in London on November 11. The first deliveries of cortisone acetate from the company were made to the Ministry of Health in October. Production will increase and by the middle of 1953 it is expected to exceed the present British usage of the material. The surplus may then be exported by Bayer's exporting company, Winthrop Products, Ltd. The starting material is described as a steroid substance derived from ox bile, and although the process is at present on a comparatively small scale, it is efficient and is expected to save dollar expenditure. The product is being marketed under the name cortisone acetate and is issued in 25-mgm. tablets for oral use. All supplies will be taken up at present by the Ministry. The synthesis and manufacture is the result of collaborative research by workers at the Sterling-Winthrop Research Institute, New York, and Mr. E. Miller and colleagues at the company's laboratories in West Molesey, Surrey.

Chemists Federation. — A meeting of the Chemists Federation council was held in London on November 6, the president (Mr. W. T. Elder) in the chair. Meetings of the C.F. finance and establishment, propaganda, standards, and rules committees were held the previous day. The council appointed Mr. C. C. Green *Assistant Secretary* of the Federation. The secretary reported that reply-paid postcards stating that C.F. window displays had been placed were still being received. 4,100 cards had so far, been returned. Reports were also received from C.F. manufacturers through their representatives. It was decided to present a full report upon the support given to the C.F. national display fortnight by retail chemists at the next annual meeting of C.F. manufacturers. A report of chemists' meetings which had been addressed by the secretary since the previous council meeting was received. The chairman of the propaganda committee (Mr. A. Chapman) also reported on a chemists' meeting which he had addressed at Manchester. A report of the work undertaken by the outdoor representative among chemists in Cumberland and Westmorland was received. Additional propaganda work had been undertaken by the assistant secretary in Birmingham. The council approved the addition of the following products to the schedule of C.F. agreements:—Anectine (Burroughs Wellcome & Co.); Allergobalm and Hexabalm (Christie, George & Co., Ltd.); Peractum (Thornton & Ross, Ltd.). The council gave its approval for the name of Evans Medical (Wales), Ltd., to be substituted for that of Don Bryan, Ltd., Swansea, in the list of approved C.F. wholesalers.

LOCAL NEWS

Films at Wood Green.—Southgate and Wood Green division of the North London Pharmaceutical Association met at Wood Green, N.22, on November 3, to see "Birth of a Drug" and three other films produced by Imperial Chemical Industries, Ltd.

New Factory Near Grimsby.—A new factory of National Titanium Pigments, Ltd. (a subsidiary of Laporte Chemicals, Ltd.), is expected to open at Stallingborough, Lincs, early in 1953, and to provide employment for 200 people in the Grimsby area.

Barbiturate Poisonings Unit.—In view of an increasing incidence of acute barbiturate poisoning, the Oldchurch Hospital, Romford, Essex, has set up a unit which will enable specialised treatment (mainly nursing) to be available readily for cases occurring in its own and neighbouring areas.

Firework Causes Fire Damage. — Believed to have been caused by a firework being pushed through a gap underneath the delivery door, a fire broke out at the premises of the Northern Pharmaceuticals, Ltd., manufacturing chemists, Bradford, on November 4, causing damage estimated at between £60 and £100.

Locum Services Raffled for Fund.—Mr. D. J. Williams (president and treasurer of the Croydon Pharmacists' Association and Branch of the Pharmaceutical Society) is raising money for the British Pharmaceutical Conference London local committee by raffling his services as a locum for one week among local chemists for £1.

Thefts from Pharmacies.—Thieves broke into the George Lane, Woodford, London, E.18, branch of Boots, Ltd., recently and stole cameras and shaving equipment valued at £80.—The Commercial Road, Portsmouth, branch of Timothy Whites & Taylors, Ltd., was broken into on October 30 and goods worth about £150, including seven cameras, were stolen.

Pharmaceuticals Factory at Paisley?—At an inquiry conducted on behalf of the Secretary of State for Scotland, at Paisley, Renfrews, on November 5, in connection with a local development plan, it was stated that Brown & Polson, Ltd., had in mind the possibility of a factory for using corn-steep liquor from the starch works for making medicinal chemicals.

Middlesex Health Centres.—A report of the Middlesex Health Committee presented at a meeting of the Middlesex County Council on October 29 records that the local Pharmaceutical Committee, when consulted on the question of health centres, gave the opinion that it was unnecessary to provide pharmaceutical services in any health centre that might be erected but that a store for drugs used in emergency treatment, dressings and diagnostic agents would be required by the doctors using the centre.

Hull Reception.—The president of the Hull Chemists' Association (Mrs. W. M. McNicol) welcomed more than eighty members at a reception held in Hull recently. Presentations of replicas of the president's badge of office were made to past-presidents Messrs. J. Barrit and B. H. C. Newton. The Pharmaceutical Society's prize for the best student at the municipal technical college was presented to Mr. J. Copley. A whist drive brought to a conclusion the varied events of the evening.

Chemists and Doctor Fined.—A doctor and a company of chemists were each fined £500 by Liverpool Executive Council on the recommendation of the Council's joint services subcommittee. At a meeting of the Council on November 4, the subcommittee presented a report on the case, which stated that it involved a doctor and a pharmacist who was managing director of a company of chemists. In 1950 and 1951 it was alleged the doctor made out prescriptions in the names of certain of his patients, but the prescriptions were not for the benefit of those patients, the doctor using them to obtain drugs and other medical or surgical materials from the chemists and supplying them to other patients. It was alleged that the managing director of the chemists knew the prescriptions were used by the doctor in that way. The doctor asserted, said the statement, and there was no evidence to the contrary, that he never used goods acquired in that way for his private patients, and contended that what he had done did not constitute a breach of the regulations which, he maintained, were only intended to prevent the use of drugs and appliances for private patients. The subcommittee, however, had no difficulty in concluding that doctor and chemist had knowingly co-operated in transactions which constituted breaches of their terms of service.

ULSTER CHEMISTS' ASSOCIATION

At the November meeting of the executive committee of the Ulster Chemists' Association, the president (Mr. W. R. McNabb) in the chair, the secretary (Miss A. E. Strachan) reported on a meeting of the subcommittee appointed to inquire into the question of vans supplying medicines, schedule 4 poisons, and penicillin direct to farmers. It was resolved that the subcommittee should make representations to the Pharmaceutical Society and the Ministry of Home Affairs regarding possible amendments to section 20 of the Medicines, Pharmacy and Poisons Act (Northern Ireland) 1945 and the release of penicillin for veterinary purposes to authorised sellers of poisons. Dissatisfaction was expressed at the response of the manufacturers to the Association's protest regarding the wider distribution of Dettol.

The resolution of the Preston Branch of the National Pharmaceutical Union, which was unanimously carried at the N.P.U. conference at Windermere (*C. & D.*, November 1, p. 598) was endorsed. The secretary was instructed to direct the attention of U.C.A. members to the article entitled "Think it Over" in the October N.P.U. Supplement. The question was raised of certain manufacturers issuing considerable reductions in prices without warning and without allowance of rebate to the trade on stocks held, and the secretary was instructed to approach the company concerned. The "C.F. Fortnight" was discussed, and the secretary reported that many excellent window displays had been made, but not all participants in the feature had discovered the prepaid postcard supplied with the window display material, and members had been requested to send in ordinary postcards notifying the Chemists Federation of their displays. It was agreed that members should be reminded that dressings are subject to tests under the National Health Service and warned against purchasing dressings which do not bear the manufacturer's name or mark. Mr. John McGregor proposed and Mr. R. Gibson seconded the co-option of Mr. H. W. Gamble to membership of the committee to fill the vacancy created by the resignation of Mr. A. E. Johnston. The following were elected to membership: Mr. I. D. Marshall, Ph.C.N.I., 46 York Road, Belfast (successor to J. C. Campbell, Ltd.); and City Chemists, Ltd., 105 Mountpottinger Road, Belfast. On the motion of the president, a vote of sympathy was passed to Mr. T. A. Gibson on the death of his brother, and also to the widow and family of the late Mr. R. C. Jeffers. The secretary was instructed to convey to Mr. J. Caldwell the sympathy of the meeting in his illness. The proof of the agenda, annual report and treasurer's report were approved and final arrangements made for the anuual meeting. The following matters were raised for reference to the Local Pharmaceutical Committee: (a) Disallowances on appliances; (b) the difficulties experienced by chemists receiving National Health Service forms containing prescriptions for more than one member of a family.

WEIGHTS AND MEASURES DEVELOPMENTS

Mr. Peter Thorneycroft (President of the Board of Trade) stated in the House of Commons in a written reply on November 11 that he had given careful consideration to the report of the committee of inquiry on weights and measures, and was in general agreement with the decisions of Sir Hartley Shawcross announced on May 10, 1951 (*C. & D.*, 1951. I. 639 and 640). Action had already been started on those recommendations that did not involve legislation. With a view to embodying in legislation a number of the recommendations designed to bring the law into accord with modern conditions he was arranging final consultations with the trading, local authority, and other interests concerned. On certain other major recommendations, suggesting more fundamental changes, such as those relating to wholesale transactions and the responsibility for administration, decision must await the results of further consultations.

The Government were not prepared to proceed with the recommendation for the eventual abandonment of the imperial for the metric system of weights and measures. Consultations with countries of the Commonwealth had, however, shown widespread support for the suggestion that a firm and legally defined relationship between the imperial pound and yard and the international metre and kilogram should be established. On account of the wide variety of the recommendations and extensive nature of the consultations the legislation would not be introduced for some time.

TOPICAL REFLECTIONS

Report on Retailing

The report of the productivity team on retailing, drawn up after a visit to the United States (pp. 641-42), is a systematic survey of present-day methods of sale in that country. How many of those methods are suitable, with or without modification, for British pharmacies? I have been unable to find many. To begin with, we may rule out, I think, the feasibility of "isolated shopping centres" erected about twenty miles from "the outskirts of the nearest city." The distribution of our people prohibits that. A point is made of the advantage of customers' "freedom to handle goods without interruption." If some customers have dirty fingers (to say nothing about sticky fingers), the corresponding advantage to a shopkeeper may be a minus quantity. I notice that types of cash registers that "eliminated mental arithmetic errors by the sales assistant" have been seen by the productivity team. These registers are presumably adding machines, a costly type of sales aid for a pharmacy of ordinary size: at busy times there might be a queue of customers waiting to use the eliminator. No machine has yet been devised, it seems, which can give advice on any of the problems brought to a chemist's counter by the public. In that respect all machines, however "brainy" they may be, leave matters about where they were so far as the business of a retail chemist is concerned. And I wonder whether "an independent body . . . for collecting and collating information on retail trade" is necessary here.

The Perspective of History

The letter of Mr. L. G. Matthews on p. 638 concerns everyone who values the good name of British pharmacy. It is already clear that the History of Pharmacy Committee sponsored by the Council of the Pharmaceutical Society of Great Britain means to use its opportunities to the full. By its efforts a long-standing disability will be on the way to removal. The only phrase I propose to amplify in Mr. Matthew's convincing statement is "participation in international activities dealing with the history of pharmacy." All who call themselves pharmacists, to whatever country they belong, descend pharmaceutically from a long line of chemists, apothecaries, or practitioners in both vocations. It will be noticed that at the moment the recording of objects of interest has the immediate attention of the committee. That is only a beginning. There is much to be done, nationally and internationally, in placing past events and personalities in their true perspective. A glance through the indexes of THE CHEMIST AND DRUGGIST for the past thirty-three years or more shows that you have commissioned numerous articles—some of them by authors of world-wide reputation—on historical subjects. This kind of study is now being organised with the backing of people with practical experience of it. The United States, whence came the surprising dogma that history is "all bunk," is the headquarters of the history of pharmacy, and the institute devoted to the subject has issued a steady stream of monographs and reprints since its foundation. In the United Kingdom we look for an active body on the same lines.

Prehensile Children

Your report of inquests on two infants who had swallowed medicinal tablets (p. 624) appeared in the same week as two letters in "The Times" on the subject of similar events. The writer of the first of these letters made the artless suggestion that manufacturing chemists might "devise a medium for these drugs which did not prove . . . so tempting and treacherous to young children." A refutation from Mr. G. Spencer Brown, of Christ Church, Oxford, soon followed. Mr. Brown pointed out that babies are "very undiscriminating." He knew a baby who "developed a transitory but quite definite taste for soap (orally administered) and small pieces of coal"; and he remembers swallowing a cuff link and confusing caster sugar with sand. An experience of mine confirms this feature of early childhood. Many years ago, a baby sitting on it's mother's lap, took from a table a small square of glass used in some game, put the square in its mouth, and began to choke. The mother, quickly realising what had happened, was able to remove the piece of glass; the child soon recovered. Mr. Brown adds that such curious tastes are normal in the very young, and that parents "have only themselves to blame for the tragic accidents which occur when they leave dangerous drugs within their children's reach." A letter like the first of those mentioned makes me wonder whether parental responsibility is a thing of the past.

Xrayser

NEW COMPANIES

C. M. Dyson, Ltd. (P.C.). — Capital £2,500. To carry on the business of retail, dispensing and photographic chemists, druggists, etc. Joan Wilkinson and Cecil E. Jones, M.P.S., directors. R.O.: 8 High Street, Alfreton, Derbys.

J. Judge & Son, Ltd. (P.C.).—Capital £7,000. To carry on the business of wholesale and/or retail chemists and druggists, etc. Joe Judge, M.P.S., and Harry W. Judge, M.P.S., subscribers. R.O.: 52 Northgate, Wakefield.

T. L. Belton, Ltd. (P.C.). — Capital £100. To carry on the business of wholesale or retail, dispensing, chemists and druggists, etc. Thomas L. Belton, Joan Belton, and Jack House, directors. R.O.: 6 Little Russell Street, London, W.C.1.

W. M. Currie, Ltd. (P.C.). — Capital £1,000. To acquire the business of a chemist, optician and beer, wine and spirit merchant, carried on by William M. Currie, M.P.S., Medical Hall, South Molton, Devon. W. M. Currie and Dorothy Currie, directors.

Radford Chemists, Ltd. (P.C.). — Capital £2,000. To carry on the business of manufacturing, dispensing and general chemists and druggists, opticians, etc. Clive W. Radford, M.P.S., and Mary S. W. Radford, directors. R.O.: Sudley Pharmacy, High Street, Bognor Regis.

H. W. Paines (Family Holdings), Ltd. (P.C.).—Capital £100. To carry on the business of a holding company, in particular to hold and retain shares in Paines & Byrne, Ltd. Henry W. Paines, M.P.S., Mary A. Paines, and Anthony J. C. Paines, directors. R.O.: 23 Eastbury Road, Northwood, Middlesex.

Company News

Evans Medical Supplies, Ltd.—The interim payment is being cut to 1-2/5 per cent. from 3 per cent.

Benger's, Ltd., and Benger Laboratories, Ltd.—Mr. W. J. Curtis, M.P.S., has been appointed marketing controller and has joined the boards (see also p. 665).

British Oxygen Co., Ltd. — The Treasury has consented to the issue by the company of 1,873,315 new £1 ordinary shares. They are to be offered to existing stockholders at 40s. each in the proportion of three new shares for every £10 ordinary stock held.

Allen & Hanburys, Ltd.—Group net profit for year ended June 30 was £135,964 (against £133,952 in the previous year); after tax, £118,843 (£188,059). Profit of parent company, after tax £104,821 (£95,016); balance carried forward, £39,574 (£27,169). A final ordinary dividend of 2s., making 3s. 6d. per £ share (same), is recommended.

BUSINESS CHANGES

The telephone number of Riker Laboratories, Ltd., 29 Kirkewhite Street, Nottingham, has been changed to Nottingham 85228.

The telephone number of Manchester and Salford Pricing Bureau, 109 Cheetham Hill Road, Manchester, 8, has been changed to Deansgate 7133.

Mr. James W. Watt, M.P.S., has taken over the pharmacy of the late Mr. John H. Cheyne, M.P.S., 100 Holborn Street, Aberdeen.

David Kennedy (Chemist), Ltd., 3 High Street, Hawick, Roxburghs, have taken over the pharmacy of Mr. Fred Keeling, M.P.S., 2 Drumlanrig Square, Hawick, Roxburghs.

Middlesbrough Co-operative Society, Ltd., have taken over the pharmacy of Mr. W. Kingston, M.P.S., 5 Whitworth Road, Grangetown, Yorks.

Mr. J. W. V. Jones, Ph.C., has taken over the pharmacy of Mr. W. F. Lovering, M.P.S., at 161 Plymstock Road, Oreston, nr. Plymouth.

Mr. W. F. Lovering, M.P.S., has purchased the pharmacy of Mr. C. W. Collins, M.P.S., Church Road, Plymstock, Devon.

Mr. Robert S. Leslie, M.P.S., has acquired the branch of Leslies (Chemists), Ltd., 118 Houston Street, Glasgow, C.5. The business there will be carried on as R. S. Leslie. The other branches of Leslies (Chemists), Ltd., will be carried on as formerly.

Appointments

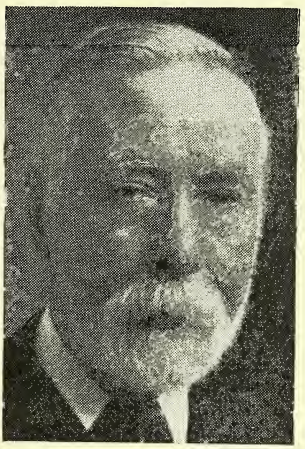
Cuxson, Gerrard & Co., Ltd., have appointed Mr. John West their representative in Kent, Surrey Sussex, Hampshire and Berkshire.

Dr. M. A. Phillips & Associates, 14 Western Road, Romford, Essex, have appointed Ing. Ciani & C., S.A., via Gabriele d'Annunzio 2, Genoa, Italy, their agents and associates in Italy.

THE LATE MR. W. JOHNSTON, Ph.C.

Mr. William Johnston, Ph.C. (assistant secretary and later secretary of the Proprietary Articles Trade Association during the Association's first twenty-five years) died in Birkenhead on November 8, aged ninety-three.

Mr. Johnston, with his colleague the late Sir William Glyn Jones, was one of the great figures in the anti price-cutting and the price maintenance campaigns in Britain at the turn of the century. He gave up his own business to take part in the battle of the P.A.T.A.



Mr. Johnston was apprenticed for four years in Montrose with a Mr. John Reid, the town's provost. At the age of about nineteen when his apprenticeship ended he moved to Sheffield where he served with a Mr. Jervis for another period of four years. (During that time he made the friendship of a fellow assistant, Mr. John Bradwall, whose sister he later married). From Sheffield he returned to his home in Scotland for six months for preliminary study for his qualifiying examination. He continued his study in London, first lodging with the son of a resident of his birth village. In a short autobiography which he wrote for his grandson, Mr. Johnston explained that that resident was once visiting his house and asked him what he was going to be. "I was still at school," Mr. Johnston writes, "and I told him that I was hesitating whether to be a carpenter or a draper. 'Man Bill!' he said, 'be a droggist, they make elevenpence profit on every shilling'." On first coming to London he worked during part of the day as a dispenser and general assistant for a Mr. Atkinson in Kilburn, and studied at the College of the Pharmaceutical Society, Bloomsbury Square, for the remainder of the day. He passed the chemist and druggist qualifying examination in 1884 and the pharmaceutical examination in 1886. After further work at Barnsbury, London, he took up the managership in Loughborough Road, Brixton for Mr. Atkinson and after ten years bought the business.

Mr. H. E. Chapman, M.P.S. (secretary of the P.A.T.A.) writes: William Johnston, Ph.C., one of the Grand Old Men of pharmacy, was a keystone in the original structure of price maintenance, of which the late Sir William Glyn-Jones was the architect. When, at the close of 1895, from his chemist's shop at Brixton, he rallied to support the movement which soon crystallised in the formation of the P.A.T.A., he had behind him the memory of an unsuccessful personal endeavour made a few years earlier in the same direction. Johnston became a member of the Association's first council and shortly afterwards relinquished his seat and disposed of his retail business to become assistant secretary. In that office his qualities of organisation, shrewdness and caution were of the greatest value to Glyn-Jones and the movement. "G. J." himself paid tribute to the value of the curb Johnston would, when occasion required, exercise on some of the great man's more impulsive ideas. In the early years of the P.A.T.A. Johnston travelled the country canvassing chemists in support of the Association. His experiences on the road were embodied in a series of "Canvassing Notes" which appeared in the "Anti-Cutting Record," and even today are of great interest. The Chemists' Defence Association, Ltd., was formed in 1900, and four years later, when Glyn-Jones, its first secretary, was called to the Bar, Johnston was appointed secretary in his place and held that position along with his P.A.T.A. post until his retirement in 1921. There are not, today, many members of the P.A.T.A. council or directors of the C.D.A. who knew or worked with Johnston, but those who are left will recall his tall, spare figure, kindly bearded face and his musical Scottish voice; they will also remember his unswerving loyalty and devotion to the causes for which he worked. In 1921 he closed a valedictory survey of his twenty-five years' official life with the words "God bless and prosper the Chemists' Triple Alliance" — (the P.A.T.A., C.D.A. and the then Retail Pharmacists'

Union). Almost to the end he retained the keenest interest in the fortunes of the organisations with which he had been associated, and in the occasional letters he wrote to me when the anti price-maintenance proposals of the late Government were receiving such wide publicity, he expressed concern and sorrow that anything detrimental to the interests of the P.A.T.A. should even be contemplated.

Mr. G. A. Mallinson, O.B.E., M.P.S., writes: William Johnston was an old friend of mine and, every year for the past thirty years since his retirement, I have been favoured by him with an annual Christmas letter. This was a typical Johnstonian epistle which brought one up-to-date with his life and himself during the year. I shall miss this when Christmas comes, and I think I am right in saying that I have not seen Johnston himself since he went to live at Birkenhead many years ago. With his passing the second of the two men who created the P.A.T.A. and who made it a success has gone. Johnston was Sir William Glyn Jones' right-hand man in building up the P.A.T.A., and, for many years, carried the burden of the administration of the P.A.T.A. and the C.D.A. Chemists owe much to his meticulous care of the P.A.T.A. in the days of its infancy when it was not taken for granted as it is today. It was in 1921, when the N.P.U. was founded and the C.D.A. was amalgamated with the new body, that I came into close contact with Johnston and replaced him as secretary of the C.D.A. I had to admire the manner in which this "canny Scot" had conducted the organisation, but I am afraid that this admiration was not reciprocated at the time as he firmly believed that the changes in C.D.A. membership conditions which I proposed could not be otherwise than disastrous. He was, however, a big man, and soon reconciled himself when he saw the effect of the changes. At that time he regarded me as a "youngster," and he was so concerned that his organisation, the C.D.A., should not suffer by amalgamation with the N.P.U., that we had to promise he should be allowed to act in an advisory capacity before he would agree to retire. His passing is a sad reminder today of times when pharmacy needed men of his calibre. It would not be what it is had not he and others like him given such voluntary service in endeavouring to beat the enemy that was then strangling the calling.

DEATHS

BAKER. — On October 28, Mr. John Austin Baker, M.P.S., whose address in the register of chemists and druggists is c/o W. Gregory & Co., Ltd., Wellington, Somerset, aged seventy-three.

JONES.—In hospital, on November 4, Miss Iris Mary Pugh Jones, M.P.S., 37 Belsize Lane, London, N.W.3. Miss Jones qualified in 1944. She was employed as a pharmacist at the Royal Northern Hospital, London, N.7, and also worked part-time for her father (Mr. D. P. Jones, M.P.S.), in his Belsize Lane business.

NAPTHINE.—In Cologne, Germany, recently, Mr. Ernest Ronald Napthine (managing director, Scrubb & Co., Ltd., Morden Road, London, S.W.19), aged forty-nine. Mr. Napthine joined R. W. Greeff & Co., Ltd., London, as a boy in the early 'twenties, and was progressively promoted, eventually becoming a director. Afterwards he joined Messrs. Scrubb, serving for many years as managing director. He was also a director of Chemical & Natural Products, Ltd., London, S.W.19. Mr. Napthine had suffered from a long illness and had gone to Germany for treatment.

O'BRIEN.—On November 2, Mr. Albert Christopher O'Brien, 149 London Road, Ewell, Surrey, aged eighty-four. Mr. O'Brien qualified as a chemist and druggist in 1891, served for a number of years at St. George's Hospital, London, until 1914, and then went to Horton Hospital, Epsom, until his retirement in 1933.

SMITH. — Recently, Mr. George MacPherson Smith, M.P.S., 92 High Street, Aberlour, Banffs, aged seventy. He succeeded his father in the business, which he continued for some forty years, extending the family service to the town to about a century. He was a keen angler.

WATT.—At 177 Great Western Road, Aberdeen, on October 26, Mrs. Florence Elizabeth Berg Watt (widow of the late Mr. William Watt, M.P.S., a former director of Watt & Stephen, Ltd., Aberdeen).

WHITE. — At Royal Infirmary, Edinburgh, on November 4, Mr. John Alexander White, 133 Trinity Road, Edinburgh. Mr. White qualified as a chemist and druggist in 1896, and for twenty-five years had been in business at 6A Montague Terrace, Goldenacre, Edinburgh.

COMING EVENTS

Monday, November 17

CROYDON PHARMACISTS' ASSOCIATION and BRANCH, Wesleyan hall, North End, Croydon, at 8 p.m. Ladies' Night; address and demonstrations on "Good Grooming" by Mrs. N. Riddell (head of the training school of Yardley & Co., Ltd.).

PHARMACEUTICAL SOCIETY OF NORTHERN IRELAND, 73 University Street, Belfast, at 8 p.m. President's "At home."

ROYAL SOCIETY OF ARTS, John Adam Street, Adelphi, London, W.C.2, at 6 p.m. Dr. P. W. Brian (Imperial Chemical Industries, Ltd.) on "Microbiology" (first of three weekly lectures).

THIRTY-FIFTH LONDON MEDICAL EXHIBITION, New Hall of the Royal Horticultural Society, Westminster, London, S.W.1. Open until November 21.

Tuesday, November 18

HOUNSLOW, WEMBLEY and WEST MIDDLESEX BRANCHES, PHARMACEUTICAL SOCIETY, Feathers Hotel, The Broadway, Ealing, London, W.5, at 8 p.m. Mr. W. J. Tristram (president of the Society) on "My American Visit" and "The Statement on Matters of Professional Conduct and the Report on Assistants in Pharmacy." At 7 p.m. meeting of the junior branch, West Middlesex Chemists' Association.

SCHOOL OF PHARMACY, UNIVERSITY OF LONDON, Meyerstein lecture theatre, Westminster Medical School, Horseferry Road, London, S.W.1, at 5.30 p.m. Dr. J. W. Cook (Regius professor of chemistry, University of Glasgow) on "Organic Chemistry at the Crossroads."

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, the Plough, Lewisham, London, S.E.13, at 8 p.m. Refresher course.

WALLASEY BRANCH, NATIONAL PHARMACEUTICAL UNION, Royal Institution, Colquitt Street, Liverpool, at 8 p.m. Mr. T. Heseltine (vice-president of the Pharmaceutical Society) on "Matters of Moment in Pharmacy."

Wednesday, November 19

BLACKPOOL BRANCH, PHARMACEUTICAL SOCIETY, Imperial Hotel, Blackpool, at 6 p.m. Whist drive. At 7.30 p.m., Dinner and dance.

BOURNEMOUTH, PORTSMOUTH and SOUTHAMPTON BRANCHES, PHARMACEUTICAL SOCIETY, Polygon Hotel, Southampton, at 6 p.m. Regional conference on Council statements on matters of professional conduct and on assistants. At 4.45 p.m., tea.

NATIONAL PHARMACEUTICAL UNION, Armer's café, Dalton Road, Barrow-in-Furness, at 7.45 p.m. Meeting of local members to consider formation of branch.

SOUTH-EAST LONDON CHEMISTS' ASSOCIATION, Green Man Hotel, Bromley Road, London, S.E.6, at 7.30 p.m. Dance.

ULSTER CHEMISTS' ASSOCIATION, 73 University Street, Belfast, at 2.45 p.m. Annual meeting.

WESTERN PHARMACISTS' ASSOCIATION and WEST METROPOLITAN BRANCH, and NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Bonnington Hotel, Southampton Row, London, W.C.1, at 7 for 7.30 p.m. Mr. A. R. G. Chamings (Ciba, Ltd.) on "The Cortisone Story."

Thursday, November 20

DUNDEE AND EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Mathers Hotel, Whitehall Place, Dundee, at 7.30 p.m. Film show: "Industrial Dermatitis" and "Birth of a Drug."

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, Fuller's Café, Parliament Street, Harrogate, at 7.30 p.m. Discussion on the draft revised statement on matters of professional conduct and the report on unqualified assistants.

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Oak Hall, Baptist Church, College Road, Harrow, at 7.45 p.m. Miss A. Lothian (librarian to the Society) on "Pharmaceutical Antiques."

LONDON BRANCH, GUILD OF PUBLIC PHARMACISTS, 17 Bloomsbury Square, London, W.C.1, at 7 p.m. Mr. G. Sykes (microbiology division, Boots, Ltd.) on "Practical Problems in the Preparation of Sterile Solutions."

THAMES VALLEY PHARMACISTS' ASSOCIATION, Kingston Hotel, Kingston-on-Thames, at 7.45 p.m. Mr. H. E. Chapman (secretary, Proprietary Articles Trade Association) on "The P.A.T.A. Today."

Friday, November 21

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 36 York Place, Edinburgh, at 7.30 p.m. Dr. J. Read (professor of chemistry, United College, University of St. Andrews) on "Some Steps in the Development of Stereochemistry."

PERSONALITIES

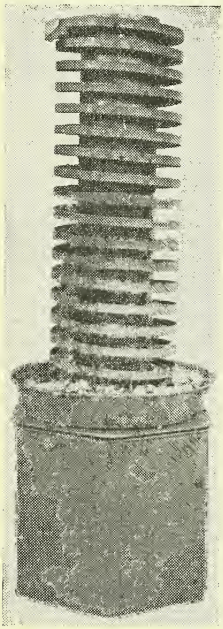
THE 1952 Nobel prize for chemistry has been awarded jointly to Dr. A. J. P. Martin (National Institute for Medical Research, London, N.W.7) and Dr. R. L. M. Synge (Rowett Research Institute, Bucksburn, Aberdeens) for their work on chromatography.

MR. C. C. GREEN, who has been appointed assistant secretary of the Chemists Federation (see p. 658), has worked with the Federation since January 1946. Mr. Green has had twelve years' experience in private retail pharmacy in Wiltshire, Berkshire, Devonshire and Essex. He joined the staff of the National Pharmaceutical Union in May 1939 and served in the Forces 1940-45. He was appointed chief clerk to the Chemists Federation in December 1946.

MR. W. J. CURTIS, M.P.S., who has been appointed to the boards of Benger's Ltd., and Benger Laboratories, Ltd., joined Burroughs Wellcome & Co. in 1938 as assistant to the advertising manager. After a period as assistant manager and marketing executive, he was appointed manager of the marketing and publicity division in 1945. Mr. Curtis represented Burroughs Wellcome & Co. on the publicity committees of the Association of British Pharmaceutical Industry and the Association of British Chemical Manufacturers. He retains his connection with the Advertising Association as a member of the advertisement investigation department.

MACHINERY, PLANT AND APPARATUS

Drawing Off Oils.—Phillips Telescopic Taps, Ltd., Hampton Works, Vittoria Street, Birmingham, 1, offer a patented "telescopic" tap that enables liquids of most viscosities to be drawn off without waste, mess or man-handling of the drum.



Vibratory Conveyor.—An economical method of raising granules, crystals or flakes from one level to another without taking up much factory floor space is by the use of the machine illustrated, which is manufactured by George Driver & Son, Ltd., Wembley. The whole structure vibrates, causing the material slowly to ascend the spiral in a continuous flow.

Treatment of Concrete. — A range of materials for cleaning and surface-hardening concrete floors to combat "dusting" is offered by Joseph Crosfield & Sons, Ltd., Warrington The company's technical service department advises on the correct detergent in any given circumstances.

Radiant Boiling Plates.—For rapid boiling of water, etc., by electricity on dispensary or laboratory bench a one-circuit radiant boiling plate is available from Sunvic Controls, Ltd., 10 Essex Street, London, W.C.2 (inquiries to 132 Long Acre, W.C.2).

Evaporators and Stills.—In the solution of problems involving the distillation or evaporation of liquids that foam, corrode or are heat-sensitive, Apex Construction, Ltd., 15 Soho Square, London, W.1, offer the benefit of many years' accumulated experience in design and "individually process-engineered" construction. Leaflets are available.

Packaging Engineers. — Ideal Packagings, Ltd., 1 Shrewsbury Road, London, N.W.10, have recently increased the scope of their production. They now offer machines of their own manufacture, or by makers for whom they hold sales rights, for filling, heat-sealing, bottle-wrapping, cartoning, labelling, tablet counting, foiling, etc., and the services of packaging consultants.

Pedal-operated Carton-stitching Machines. — Lawton Supply Co., Ltd., 80 Whitechapel, Liverpool, 1, offer a range of machines which, they think, have no counterpart on the British market. The range consists of four machines, each of which is constructed to enable a powerful thrust to be given to the stapler head by a light operation of the pedal. Model A secures the bottoms and sides of cartons. Model C is a general-purpose heavy duty stapler. Model E fastens the tops of filled cartons, and combined model ABE performs all those operations.

Copying Unit. — The Remflex copier, a facsimile photo-copying machine, manufactured by Remington Rand, Ltd., Commonwealth House, New Oxford Street,



London, W.C.1, makes duplicates of incoming letters, reports, manuscripts in pen or pencil, printed material, and books in less than two minutes and inexpensively. The unit is comparable in size to a small typing desk. The prints it produces are suitable for making dye-line copies without the need for a special translucent paper and as the paper used is much less sensitive to light than ordinary photo document paper, it can be handled much more freely in normal lighting conditions. No darkroom nor dark corner is required. The method used is a quick "semi-dry" one.

TRADE NOTES

Container Sizes Changed.—Menley & ames, Ltd., Coldharbour Lane, London, .E.5, announce that Drinamyl tablets are n future being packed in containers of fty and 500 tablets; the 25-tablet and 50-tablet packs are discontinued.

Long-acting Local Anæsthetic. — The Crookes Laboratories, Ltd., Park Royal, London, N.W.10, announce that supplies f Efocaine depôt solution for prolonged ocal anæsthesia (see *C. & D.*, October 11, . 503) is now available in a 15-mil vial, ax free.

Ready-cooked Groats.—Keen, Robinson & Co., Ltd., Carrow Works, Norwich, draw ttention on another page to their Robin-on's "patent" groats in a new ready-ooked form. The product is in 8-oz. ackets, one doz. packets in carton. Show naterial is available.

An Additional Pack. — To meet de-nands from physicians and surgeons in ll parts of the country, Dalmas, Ltd., unior Street, Leicester, are now market-ng Petronet paraffin gauze dressing in quares $1\frac{3}{4}$ x $1\frac{3}{4}$ in., packed in tins of hirty-six pieces and one-gross pieces.

Surgical Blades.—George H. Lawrence, td., Laurel Works, Sheffield, 3, offer a omplete range of Laurel B.P. type surgi-al blades Nos. 10, 11, 12, 15, 20, 21, 22, 3, and 24, with stainless steel handles. amples and prices may be obtained on equest to the makers.

Subject to Tax. — Pharmaceutical aboratories Geigy, Ltd., Rhodes, Middle-on, Manchester, state that their prepara-on Siogen (see *C. & D.*, November 8, 644) contains active ingredients other han 5, 7 dichloro-8-hydroxy-quinaldine, nd for that reason is not free of purchase ax.

Retail as well as Dispensing Pack.—linical Products, Ltd., 2 The Green, ichmond, Surrey, point out that Uniprin blets are available in a retail pack of rty tablets in addition to the dispensing ack. A counter display box containing ree tubes is sent with every order for doz. tubes.

Improved Pack.—Abbott Laboratories, d., 3 Wadsworth Road, Perivale, Mid-esex, have improved the pack for their oduct Pentothal. The new pack has en designed to suspend the ampoules uring transit, and to provide a stand for e product when in use. It introduces a new size of five Pentothal ampoules with water for injection.

Chlorophyll for the Feet. —Scholl Manufacturing Co., Ltd., announce the introduction of a new latex-foam insole impregnated with chlorophyll: Dr. Scholl's Cloro-vent foam insoles, a companion line to Scholl's Air-Pillo insoles. Cloro-vent foam insoles are packed in transparent envelopes, and compact metal stands holding both types of insole are available for window or counter display purposes.



New Size. — Hough, Hoseason & Co., Ltd., Atlas Laboratories, Levershulme, Manchester, 19, announce the introduction of a new size Zac baby cream, packed in tubes. The new size is packed in an attractive display outer holding 1 doz. cartons. A "biggest-ever" advertising campaign for Zac baby products is commencing and a trade bonus is offered.

Anæsthetic and Antipruritic Cream.—Allied Laboratories, Ltd., 140 Park Lane, London, W.1, are supplying in 15-gm. and 30-gm. tubes a new anæsthetic and antipruritic cream containing amylocaine, amethocaine and cinchocaine in a non-greasy base. The product has been formulated to facilitate deep and rapid penetration, and to give maximum anæsthetic effect of the anæsthetic components with minimum massage. It is entitled Locan.

Colonic Infection Treatment. — H. R. Napp, Ltd., 3 Clements Inn, London, W.C.2, are bringing to the notice of medical practitioners a new product, Sanescol, for the conservative treatment of colonic infections (mucous or ulcerative colitis). Trials with Sanescol during recent months have given encouraging results. The product is available in packings containing approximately 60 gm. (fifteen days' treatment).

A New Dextran Preparation.—Benger Laboratories, Ltd., Holmes Chapel, Ches, announce that, as an outcome of researches carried out in their laboratories at Holmes Chapel during the past two years, a new preparation of dextran, Dextraven, is being marketed. Dextraven contains dextran of a clinically optimal molecule-size range. On infusion, it results in maintenance of

a maximal concentration in the circulation and minimal urinary excretion and leakage into the tissue fluid. First product of its type, Dextraven is being exhibited at the London Medical Exhibition.

Recording Cash Register.—A cash register that records credit sales, receipted accounts, cash paid out, the identity of six operators or analysis of six departments or of six differing commodities is the Regna, manufactured by the Joeli Safe Co. (London), Ltd., 7 York Place, Adelphi, London, W.C.2.

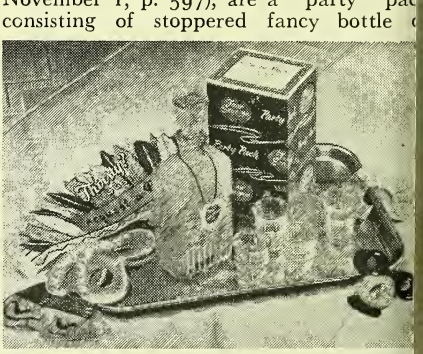
An Additional Strength. — Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1, introduced on November 10 a strength of 15,000 international units per product of Tabloid hypodermic benzyl penicillin with sodium citrate. The product is intended for the extemporaneous preparation of penicillin eye drops, B.P.C. and N.F., and replaces Tabloid penicillin hypodermic of the same strength. It is available in a tube of ten.

West-end Showroom.—The new London showroom of Halex, Ltd., at 9 Conduit Street, W.1, must be one of the most beautiful rooms of its size and kind in London. It occupies almost the entire first floor of the house built in 1779 by James Wyatt, which was for a number of years the home of the Royal Institute of British Architects, and later, until comparatively recently, occupied by the Building Centre. The main feature of the room is its Adam ceiling and dome, now tastefully re-decorated in white and light grey. On two specially designed large island show fixtures are displayed about 250 different patterns of multi-coloured Halex products.

Prize-winning Balloons.—Nearly 1,000 Kleenex balloons out of a larger number released at Battersea Festival Gardens on October 11 have been found—the winning balloon at the little village of Bassan, France, about ten miles from the Mediterranean coast and nearly one thousand miles from the starting point. The second and third winning balloons were found at La Levade and St. Ambroix respectively —about 100 miles from the Mediterranean coast. Altogether fifty-one balloons came down in France, two were found by fishermen in the English Channel and hundreds more in Sussex. Cheques of £10, £5 and £3 have been sent to the senders and finders. In addition, 200 consolation prizes of four boxes of Kleenex have also been distributed.

Chlorophyll Deodorant Tablets. — Newly introduced by Matthews Laboratories, Ltd., Holloway, London, N.7. Say-So deodorant tablets are described as "tasteless and harmless, ensuring day long protection against perspiration and similar odours, and eliminating the breath odours caused by foods, tobacco and drink in a matter of minutes." An energetic sales campaign has commenced. The tablets are being marketed in two packs—a sixpenny pocket pack containing six tablets in sealed transparent envelopes, and a bottle of fifty with refillable phial holding seven tablets for pocket or handbag. The makers offer display box that stands at 45° to the counter and contains two doz. pocket packs or one doz. packs and four bottles. Distribution is at present mainly in London and Scotland.

Christmas Packs.—The three Christmas packs of the Apollinaris Co., Ltd., Mason's Avenue, Harrow, to which reference has previously been made (*C. & D.* November 1, p. 597), are a "party" pack consisting of stoppered fancy bottle of



fruit squash with four fancy glasses and ten paper novelties; a packing comprising carafe of fruit squash with stopper (flavours available for both packs: Orange, lemon, grapefruit, pineapple and non-alcoholic ginger wine); and a variety pack of three bottles with carrying tray (two combinations of flavours: Orange, lemon and pineapple; and orange, pineapple and non-alcoholic ginger wine). — Robert Anglo-American Sales Co., Ltd., 12 Baker Street, London, W.1, are sending out to the trade in November and early December their liquid Magicurl in a Christmas slide-on wrapper pack. A show card designed to mount one bottle is available and the product is being advertised at increasing pressure during the pre-Christmas period.

NORTHERN IRELAND HEALTH BOARD

Pharmaceutical Service Committee proceedings against five chemists were reported to the Northern Ireland General Health Services Board at its meeting on October 29. In four cases penalties recommended were upheld by the Board.

Against one chemist complaints were brought of being in breach by providing pharmaceutical services from a place of business not specified in his application for inclusion in the pharmaceutical list, and of inserting in a local newspaper an advertisement stating "appliances supplied under the National Health Service." In the first complaint the Committee recommended a deduction from remuneration of £20, and in the second a deduction of £10. £5 5s. was withheld from a chemist who was held to have supplied a drug other than that ordered by the practitioner. Another chemist was ordered to pay £2 2s. for a deficiency of 48.3 per cent. of light kaolin and 1.5 per cent. of light magnesium carbonate in medicine dispensed. Another chemist who was found to have demanded and accepted a payment of 5s. from a patient prior to the introduction of charges for elastic hosiery was ordered to repay it.

The Medical Advisory Committee welcomed the suggestion of a joint meeting with the pharmaceutical members on the subject of proprietary preparations.

A letter was read from a doctor protesting that the present procedure of obtaining test prescriptions from doctors for the Board's use in testing the drugs and appliances dispensed by contractors was unethical. The secretary said that the present arrangement was merely a continuation of the National Health Insurance system, and that it was essential that the Board's agent should get the medicine from the chemist.

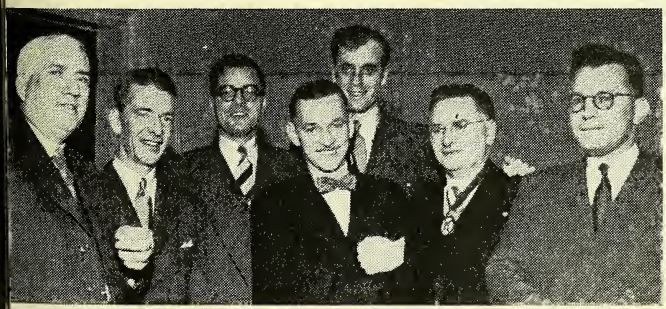
The Committee agreed that nothing more could be done until a more suitable procedure could be found.

IRISH WHOLESALERS' FEDERATION DINNER

Representatives of all sections of the wholesale drug trade in Ireland attended the annual dinner of the Wholesalers' Federation held in Dublin recently. Mr. J. Holland (managing director, P. C. Cahill & Co., Ltd.) (chairman) presided, and among those present were Messrs. J. P. Kissane (president, Pharmaceutical Society of Ireland), G. C. O'Neill (president, Irish Drug Association), J. G. Coleman (registrar of the Society), and R. B. Smith (secretary of the Irish Drug Association).

The Chairman proposed the toast "The President of Ireland." "The Wholesale Drug Federation of Ireland" was proposed by Mr. Coleman, who recalled his early associations with wholesale business when the Federation was a section of the retail organisation. Since those days the wholesale body had assumed full stature. Mr. Holland replied. Mr. J. Fasken proposing "Our Guests" coupled with it the names of Messrs. Kissane and O'Neill. Mr. Kissane replying for the guests said the members of the Federation fulfilled an important function in the standards they maintained. Mr. O'Neill said that, in a sense, the Federation was an offspring of the I.D.A. He paid a tribute to Mr. Holland whom he had long known.

On the proposition of Mr. Fasken a vote of thanks was passed to Mr. R. Kidney (secretary) for arranging the function. Mr. Kidney replying said they were all glad to see Mr. I. C. Dawson with them. He asked the company to drink a toast to the chairman, and to the artists.



Irish Wholesalers' dinner. In the group are the president of the Pharmaceutical Society of Ireland (Mr. J. P. Kissane), wearing his medallion of office, the president of the Irish Drug Association (Mr. G. C. O'Neill) and Messrs. G. Mack (chairman, May, Roberts (Ireland), Ltd.), T. J. Banks and J. Hegarty (P. C. Cahill & Co., Ltd.), and J. Coleman (secretary, Pharmaceutical Society of Ireland).

LIVERPOOL HONOURS THE PRESIDENT

THE Liverpool Chemists' Association and Branch gave a dinner to honour Alderman W. J. Tristram, J.P. (president of the Pharmaceutical Society, and a local member) in Liverpool on October 31. Mr. J. P. Murphy, who presided, said that a number of congratulatory messages had been received, including a telegram from Mr. W. T. Elder (a member of the Society's Council and president of the Chemists Federation).

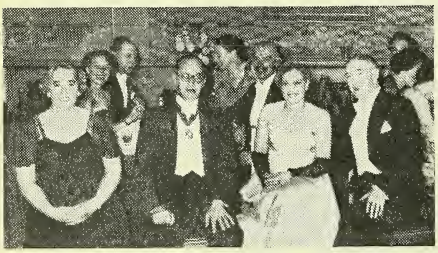
ALDERMAN E. THOMPSON, J.P., proposing a toast to Mr. Tristram, said the presidency was a great honour to Alderman Tristram and to Liverpool. He was glad to see a relatively young man rise to the top of his profession. MR. H. STEINMAN (a member of the Society's Council) described the president as one of the outstanding personalities and diplomats in the world of pharmacy. In the days of negotiations over the National Health Service the Society had been determined that pharmacy should be represented at all levels, and at every possible level there would be found the influence of Mr. Tristram.

ALDERMAN TRISTRAM recalled some incidents during his apprenticeship, which he served in Otley, Yorks, at a wage of 2s. 6d. a week. He expressed appreciation of the co-operation he had had from the members of the Council and from his colleagues in Liverpool.

MR. MURPHY, presenting Alderman Tristram with an inscribed silver cigarette box from members of the Association, said that Alderman Tristram's membership of the Council perpetuated practically 100 years' continuous representation thereon by members of the Liverpool Chemists' Association. The Association that night was honouring its third contribution to the Society's presidential chair. Mr. Murphy referred to a presentation to the Liverpool Museum from the Liverpool Chemists' Association which Messrs. J. L. Hirst, H. Humphreys Jones and Dr. Barrie had been largely instrumental in putting forward. It was believed that the herbarium contained some valuable specimens of Indian flora. Messrs. H. HUMPHREYS JONES and J. L. HIRST also paid tribute to Alderman Tristram.

WEST KENT BRANCH DINNER

THE West Kent Branch of the Pharmaceutical Society held its annual dinner and dance in Lewisham, London, S.E.14, on October 29.



Mrs. and Mr. S. J. Hamer, Mrs. and Mr. T. Heseltine with other guests at the dinner.

THE CHAIRMAN (Mr. S. J. Hamer) referred to the recent illness of the secretary (Mrs. N. E. D. Gomer). Mrs. Hamer presented her with a bouquet of flowers as an expression of welcome by the Branch on her restoration to health. Proposing "The Pharmaceutical Society," the chairman said that the Council's statement on matters of professional conduct acted as a guide as to the behaviour of pharmacists with each other and with the public. A service was rendered by Branches to the Council when delegates met at Branch Representatives' meetings. He was certain that the Council used that service for the betterment of the profession. The chairman said that Mr. Heseltine had been chairman of the Negotiating Committee for chemist contractors prior to the launching of the National Health Service and in that capacity had rendered inestimable service to pharmacy. MR. T. HESELTINE (vice-president of the Society), replying, said that the West Kent Branch was one of the most loyal supporters of the Society's Benevolent Fund. On matters of professional conduct the Council had in mind, not restriction of the members' activities, but rather to guide the membership as to the proper course of ethics to be observed.

"The Visitors" was proposed by the vice-chairman (Mr. C. Mote). Among the guests were Dr. F. S. Camps (a pathologist and lecturer), and Messrs. W. Green (president, South-east Metropolitan Chemists' Association), and D. W. Williams (president, Croydon Pharmacists' Association)

[The *C. & D.* cartoonist's impressions of some of those present are given opposite.]


"C+D" artist at the
THE PHARMACEUTICAL SOCIETY OF GT BRITAIN
WEST KENT BRANCH
ANNUAL DINNER AND DANCE
OCT. 29th 1952
"TOUCHING ON THIS POINT — AND WITH ALL HUMILITY..."
STANLEY J. HAMER
CHAIRMAN
"SECOND TO NONE"
T. (TINY) HESELTINE
VICE PRES. PHARM. SOC.
(CHIEF GUEST)
"GUESTS OF HONOUR"
FRANCIS S. CAMPS M.D.
PATHOLOGIST and EXAMINER IN FORENSIC MEDICINE
MRS. CAMPS
(DR. ROSS MACKENZIE PATHOLOGIST)
"NO POISON APPARENT ON THIS OCCASION."
W.R. ROBERTS
"INSPECTOR"
WELCOME BACK
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A.W. JUTTON
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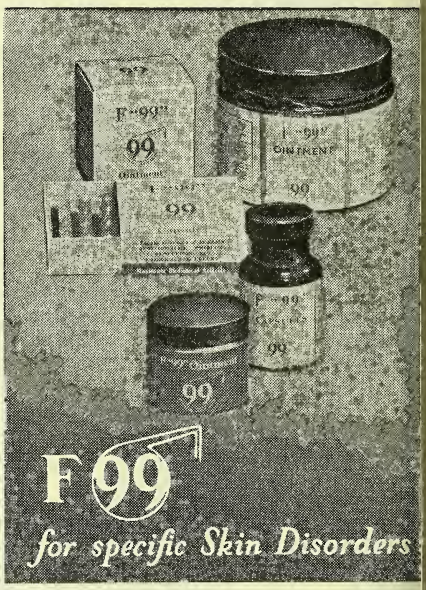
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Literature on request.

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Official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland and of other Chemists' Societies in the Empire.
VOL. CLVIII November 15, 1952 No. 3795

Too Much and Too Soon

THE zeal of the Pharmaceutical Society's Council for widening and elevating the requirements for members' correctness of behaviour has found a new outlet in the statement on the handling of veterinary products just issued by the Council (p. 679). Not content to await the outcome of proposals for restrictive legislation that are "being studied," the Council, in consultation with the leaders of the veterinary profession, has drawn up a list, mainly of serums and vaccines, of drugs which chemists are asked not to supply (or "to associate themselves in the supply of") except to veterinarians. The agreement has been made to prevent misapplication "to the detriment of" animals, and no pharmacist would complain, apart from two things. One is that the Council has taken its action although it recognises and admits that the activities most in need of attention take place outside pharmaceutical control. It is a familiar story that the innocent many are often penalised for the misdeeds of a guilty few. The statement introduces the novel situation that measures are proposed for the guiltless while the guilty are left untouched. To impose regimentation at the behest of the veterinary profession cannot but impart a stigma to pharmacy. The second point is that, without reference to members, the Council has rushed in to add disregard of this new statement to those matters of which the Statutory Committee must take cognisance. That may be a right and proper thing to do, but it should be done by equally proper processes. The present action is too precipitate and without proper safeguards. What, for example, is "association in the supply" of the forbidden products? Members of the Society are entitled to be given more precise information on phrases that may be capable of many interpretations, and longer notice of so important an extension of discipline. For our part, we can see no strong reason why the whole matter could not have awaited the proposed legislation—unless, of course, the Council's contrite and self-abasing act towards a sister profession involves some counterbalancing advantage that is not disclosed.

A Dropper for the Patient ?

A NATIONAL Health Service patient is given a prescription for nasal drops, and the chemist dispenses them in a corked bottle. Has he done wrong? The question was considered recently by the London Pharmaceutical Committee which, after "very careful consideration," gave the opinion that there is no obligation on a contractor to provide a dropper when nasal drops are supplied. "We think, however," they stated, "it would be useful if the Ministry were to suggest to prescribers the advisability of ensuring that the patient possesses a suitable dropper for the administration of nasal drops. . . . It would be helpful, also, if it were suggested to chemists that they might inquire if a patient possessed a suitable dropper if none were ordered."

The matter arose from a patient's complaint to the Ministry of Health. The Ministry referred the complaint to the Committee, pointing out that the chemist, under his terms of service, was required to supply any drug in a suitable container, and that the Minister was advised that a suitable container for nasal drops was a dropper bottle. Unless the doctor had ordered a dropper separately, the chemist might be expected to supply a dropper bottle. The committee put a question to the Ministry whether provision was made by regulation for defining appropriate containers, and was told that it was not.

A remarkable feature of the case was the apparent unconcern at the quantity of "drops" prescribed: namely, 10 fl. oz.

Otherwise You Pay Tax

DESPITE a reminder earlier in the year (*C. & D.*, February 2, p. 147) chemists in various parts of the country continue to render themselves liable to be issued with taxed packs of proprietary medicinal products when it is the tax-free dispensing pack they really want. Tax-free packs may only be supplied when orders are specifically marked "dispensing pack" by the chemist ordering them, and the requirement applies to each separate indent. Although, for the sake of avoiding friction, some wholesalers may have shown some reluctance to insist on the endorsement, it must be borne in mind that by not doing so they are laying themselves open to trouble with the Customs and Excise authorities, who have let it be known that they will compel strict compliance with the letter of the law. It is not to be expected that the wholesalers should continue to lay themselves open to penalisation for the shortcomings of their customers. Chemists, therefore, who use such phrases as "standing order" on orders to wholesalers for dispensing packs must from now on expect the supplier to safeguard himself by sending a "counter" pack, on which the tax of 33⅓ is payable.

A Landmark in Narcotics Control

THE implications of the Dangerous Drugs Act (Relaxation) Order, 1952 (see *C. & D.*, November 1, p. 585), should not be allowed to pass unremarked. For the first time a product closely allied to morphine —a "product obtained from one of the phenanthrene alkaloids of opium"—has been placed outside the scope of the narcotics legislation. It is not simply that the compound, N-allylnormorphine ("nalorphine"), has only a slight tendency to cause addiction. The reason is that the substance has been found to have a medical and scientific value (in that it is antagonistic to morphine) and to hold out the hope of solving the difficult problem of bringing morphine addiction under control. Hence, its manufacture and sale are to be made free, though the possibility that, removed from the D.D. Acts, it may be brought under the Pharmacy and Poisons Act, 1933, is not to be ruled out.

Shelved

IN the light of the figures received, the Ministry of Health has taken the only prudent course in announcing (p. 657) that the scheme put to contractors for dealing with some of the arrears of prescription pricing is not to be applied. The Minister "regrets to find" that "chemists who did not reject the scheme" (i.e., those who accepted plus those who sent no reply) proved insufficiently representative to promise more than a minor saving of time. Chemists must now, of course, reconcile themselves to the likelihood that accumulated prescriptions that have remained so long undealt with will continue in cold storage for another long time ahead. Full pricing, which most contractors desire, is not immediate practical politics whatever changes may come about eventually as the result of their continued pressure.

ECHOES OF THE PAST

CORDIAL BALM OF GILEAD

From "The Times," November 7, 1805.

DR. SOLOMON derives the greatest satisfaction from the number of cases that almost daily occur, wherein the efficacy of his Medicine is demonstrated, in eradicating the worst and most dangerous symptoms of Nervous Disorders; and he is fully convinced that nothing has tended so much to establish the fame of his Medicine, as its certain success in those complaints which strike their roots so deep in the constitution, and are so fatal to the happiness of mankind. The CORDIAL BALM of GILEAD is therefore earnestly recommended to all persons labouring under those cruel maladies which break out in a variety of symptoms, such as weakness, debility, lowness of spirits, loss of appetite, relaxation, indigestion, sickness, vomiting, gouty spasms of the stomach, hysterical and hypochrondrical affections, dimness of sight, confused thoughts, wanderings of the mind, &c. In all which, this salubrious Cordial is a safe and certain remedy, comforting the stomach and bowels, bracing the solids, and giving tone to the whole nervous system. A saving of 9s. in two guineas. The Cordial Balm of Gilead is sold in bottles, price 33s. containing equal to four of the lesser bottles at 10s. 6d. by which the patient saves 9s.; the stamp to each bears the Proprietor's name and address, "Saml. Solomon, Gilead House, near Liverpool."

CORRESPONDENCE

Letters may be sent for publication under an assumed name, but the correspondent must furnish his real name and address to the Editor

A Press Report Corrected

SIR,—May we draw the attention of your readers to an apology to this company published by the London "Daily Mail." The issue of that paper for November 5 gave a report of an inquest on a woman who died at a London chest clinic after being treated by thiosemicarbazone, in which it was stated that "an official of the manufacturers, Bayer Products, Ltd., refused comment on the suggestion that the drug was being withdrawn from general use until its toxic qualities were fully known." The mis-statement was immediately taken up with the "Daily Mail" which, in its issue of November 7, published the following apology:

"We are asked to point out that Bayer Products, Ltd., are not the manufacturers of a drug called thiosemicarbazone, referred to at an inquest reported in our issue of November 5, and we regret that our report on that inquest should have stated that they were the manufacturers."

London, W.C.2. BAYER PRODUCTS, LTD.

Pricing Arrears

SIR,—Most retail pharmacists will agree most heartily with H. Judd's comments (*C. & D.*, November 8, p. 639) on the work of the chemist-contractors' committee in connection with pricing arrears. It is high time for firm action on the lines which any normal business man would take. Proposals for a just settlement, involving no contractor in loss, should be made at once. Failing acceptance by the Ministry, legal action should be taken to clear up the position once and for all.

J. SHAROTT.

SIR,—Congratulations to H. Judd for his very true statement on how we now stand under the present Contractor's Committee. This committee in no way represents the interests of the contracting chemists, and never has done so. "Sitting on the fence" they certainly are. What a pity they did not take up the same attitude when our agreement was broken and our figures cut, so as to leave it to us to decide whether to accept or resign! Scotland left its chemists that choice and look at what they got. It is time we had a new committee capable of stating what contractors want and fighting until it is obtained. Promises of better things to come, promises of getting tougher! The toughness should have been there from the beginning. At present the staffs concerned are working every night until 9.30 p.m. working out how much each doctor is to get in the great share-out, and the Minister of Health insists on the doctors receiving their share before the twenty-seventh of this month. Does the Minister of Health show the same anxiety to see that chemists are paid as promptly, and does the committee ginger him up to see that he does? The settlement for November was delayed for a month because the staff were working on statistics for the Minister, but no protest came from our committee. We are getting less now for our labour than when the scheme started, and shall soon be lucky if we break clear. Bottles are not being returned in the number they should be and with the increase to 16-oz., 20-oz. and 32-oz. mixtures, where is our profit? I join H. Judd in calling all chemists to raise their voices in protest.

ACTION.

Productivity Report on Retailing

SIR,—I would request the courtesy of your columns to correct what I feel to be an erroneous impression in your editorial of last week when dealing with the report of the Productivity Team on Retailing. You refer to self-service as being something to which the team seems wholly converted, but although they could not fail to be impressed by what they saw in this field so far as the food trades are concerned, the non-food section which, of course, includes the drug trade, in its conclusions and recommendations, states, *inter alia*:—

(1) "There are categories of merchandise to which these methods are obviously not applicable," and

(2) "There are some types of trade in which a change from orthodox counter service would be undesirable."

As a member of the team, and one who therefore saw self-service in operation, I have no hesitation in saying that pharmacy is one trade which in my opinion comes within that qualification, and any suggestion, therefore, that the report recommends self-service for pharmacies is, I feel, out of line with its intent. My views are like your own, namely, that such me-

thods of trading are difficult to reconcile with the dignity and responsibility of pharmacy as practised in this country today. Doubtless the fact that publication of the report was held up until only two days prior to your closing for press, thus limiting the time available for studying what is in fact a very lengthy report in two separate sections, contributed to this particular interpretation, and I trust you will favour me with this opportunity of putting the matter into what I feel to be its correct perspective.

Yours faithfully,
H. G. Moss.

[If we gave the impression that the team recommended self-service for pharmacy it was not our intention, and we are most pleased to put the matter right.—EDITOR].

The Unqualified and their Claims

SIR,—Is it not time that pharmacists as a profession acted as such in the handling of the problem of the unqualified assistant and brought to an abrupt end what amounts to nothing more than the impertinent aspirations of certain persons outside the profession? At the present moment there is under consideration a revised code of professional conduct — intended to enhance our professional status. Why, then, are we at the same time considering such a retrograde step as to offer any form of recognition to persons not fitted by theoretical or practical study or examination to do more than generally assist in the dispensary? I am informed that the unqualifieds have, as one of their aims, the idea of being permitted to dispense without the supervision of a pharmacist. Grant such a request and what case would pharmacists have for negotiating with our chief customer: the Ministry of Health? The shortage of hospital pharmacists—and that seems to be one of the causes of the trouble—can soon be remedied by increased remuneration. Are we ashamed of our Society or of pharmacy in England? Of course not! So let us put an immediate end to this threatened encroachment on our profession.

CHEMIST UNASHAMED.

SIR, — As a dispensing assistant with over twenty years' experience, I have followed with keen interest recent discussions on the proposed registration of assistants in pharmacy. I was gratified to note that Mr. T. Reid, in an address at Bradford, recognised (a) the necessity of continued employment of dispensing assistants, and (b) the invaluable work carried out by this loyal body in the past, particularly since the inception of the National Health Service. The Pharmaceutical Society is to be congratulated on facing up to this problem, even if rather belatedly. Certain members, however, view the proposal with horror—a retrograde step, they say! Surely there are excellent precedents established by other professions—steps that have in no way detracted from the status of the qualified member, nor impaired the dignity of the professions concerned in the slightest degree. I would suggest that registration of dispensing assistants, with full recognition, subject to certain legal safeguards for the Society's members, is in the best interests of pharmacy and, what is more important, the public whom we all serve.

Birmingham. L. N. JAMES.

SIR,—No one could criticise Hall Unashamed for trying to better his status or his financial position, but on one condition —he must be worthy of it! The price for his dream is experience plus examination—the price we have all had to pay. Experience in itself is not sufficient. Hall Unashamed asks for the inclusion of the unqualified to our register because, in the formation of the dental and nursing registers their "unqualifieds" *who were practising* (he does not mention this) were included into the register if they could prove having practised for a stated number of years. Hall Unashameds are not practising as pharmacists. Your correspondent appears not to have read my letter, otherwise he would not write "by what strange process does the antiquity of a particular institution matter?" I merely stated we were not forming a register—ours was over a half century old. If the unqualified feel they would like or deserve some status, why not ask for an assistants' examination and be prepared to enter for it? To do so would receive much more sympathy from those who regard the present claims of Hall Unashamed as absurd.

Eccles. D. J. ABRAHAMSON.

National Yeast Culture Collection?—The National Yeast Culture Collection (formerly part of the large Lister Collection) is now being re-authenticated by the Brewing Industry Research Foundation, Lyttel Hall, nr. Redhill, Surrey.

THE EXTRA PHARMACOPŒIA

Dr. Capper addresses the Pharmaceutical Society's Evening Meeting

Dr. K. R. Capper (editor of the scientific publications of the Pharmaceutical Society) addressed a meeting of the Society in London on November 10 on "The Extra Pharmacopœia." He was introduced by the Chairman (Dr. B. A. Young (chairman of the Publications Committee of the Society's Council)). The following is an abstract of Dr. Capper's address:—

The first edition was produced in 1883. In the history of therapeutics it is a most significant date because it stood at the commencement of a period which, within two decades, was going to completely revolutionise the subject. The great development of synthetic drugs commenced about 1885 although a few such as chloral hydrate and salicylic acid, had been used for some time before that date.

Keen Observer

From his premises within a few hundred yards of Harley Street, London, Martindale watched all that happened with intense interest. For instance, the demonstration in 1885 of the local anæsthetic action of cocaine hydrochloride so impressed him that he produced a supplement to the third edition dealing entirely with that use of the alkaloid. The fifth edition published in 1888 contained references to a group of antipyretics which were classified as derivatives of coal tar—those included phenazone, acetanilide and phenacetin.

Two years later the authors comment in the preface: "At present the current of pharmacology seems to be following the course of modern chemistry through the intricacies of the endless series of derivatives obtained from coal tar and various alkaloids. With the aid of the advances made by chemical science in producing substitution compounds, an attempt is being made to found a system of rational therapeutics."

In the seventh edition (1892) a deviation from that trend was noted in "the use of pure morbific cultures as an antidote to the bacillary cause of certain diseases, but so far with very little success." Particularly mentioned, was the attempt to treat tuberculosis by the injection of tuberculin and the dangers associated with this treatment. Reference was also made to attempts made to rid the tissues of invading bacteria by the injection of chemical antiseptics, such as potassium cantharidate, zinc chloride, creosote and guaiacol.

The ninth edition (1898) included a number of local anæsthetics, such as benzocaine and orthoform, and also vasodilators such as erythrol and mannitol nitrate and amyl nitrite. In that edition reference was made to the internal administration of liquid paraffin and a formula was given for an emulsion. The tenth edition (1901) recorded that aseptic dressings were in favour in hospitals.

William Martindale died in 1902 and under the joint editorship of W. Martindale's son, Dr. W. H. Martindale, and of Dr. Westcott, the Extra Pharmacopœia continued to record progress.

The editions produced by the Pharmaceutical Society have continued to provide information on all new drugs which have been the subject of clinical trials of any significance. In the present volume the antihistamines, the new analgesics, the adrenocorticotrophic hormone (ACTH), cortisone, anionic and cationic detergents, cyanocobalamine and the ion exchange resins are only a few of the groups given special attention, while the antibiotics have been made into a special section of nearly 100 pages. In addition to an ever-increasing number of drugs described, the information on individual drugs increased.

The expansion of the book by the edition of new sections commenced as early as the second edition, in which a therapeutic index was added.

Changes Introduced

Dr. William Harrison Martindale, who succeeded his father, instituted several changes in the Extra Pharmacopœia. A section on radiology was added to the eleventh edition (1904), while in the twelfth edition (1906) considerable attention was paid to methods of standardising galenicals, as there had been a large number of prosecutions under the Food and Drugs Act; and also to the biological standardisation of certain drugs, including digitalis, strophanthus, ergot and indian hemp.

To save space, less important matter was put into smaller type in the thirteenth edition (1908), even so the edition contained over 1,200 pages. The use of two sizes of type has remained a feature of the Extra Pharmacopœia.

An organic analysis chart was published as a supplement to the fourteenth edition

(1910). Space difficulties were still pressing and Martindale took the drastic step of publishing the fifteenth edition as two volumes. The second volume included a number of sections, the largest being entitled analytical addenda to materia medica, an expansion of information previously given in the monographs in the single volume, bacteriological and clinical notes and the section on analytical memoranda dealing with biochemical analysis, water, milk and food analysis. There were also sections dealing with organotherapy, sterilisation, disinfectants, proprietary medicines, mineral waters, health resorts, and the effect of chemical constitution on physiological action. Since the first world war it has been found impracticable to publish both volumes simultaneously

Society Buys Copyright

The book had now reached the form which it retained with only minor alterations until Dr. Martindale's death in 1923 after the publication of volume I of the twentieth edition. The final stage in the career of the Extra Pharmacopœia was the acquisition by the Pharmaceutical Society of the copyright in 1934.

The first volume to appear under the ægis of the Society was volume II of the twentieth edition, which was largely re-written and much of the speculative material removed. A change in the classification and arrangement of volume I was made in the twenty-first edition so as to bring together substances which are either somewhat similar or closely related and to group as far as possible, substances having similar therapeutic or pharmacological action and which are therefore similar in purpose.

As a compromise with the older alphabetical arrangement the drugs in each group are included in " chapters " under the title of one of the group. It must not be assumed that the drug providing the title is necessarily regarded by us as the most efficient of the group.

Volume II of that edition included a number of new sections—one on chemical nomenclature to help pharmacists to identify drugs described by their chemical names and others on chromatography, microchemical analysis and oxidation-reduction potential.

The first stage in revising a book such as the Extra Pharmacopœia is to decide how many of the drugs described are so obsolete that no-one is ever likely to look into the book for information on them ; the second, to decide which of the new drugs are so experimental that there is a fair chance of their never coming into general use.

The Extra Pharmacopœia is a book of reference of materia medica, not of therapeutics. Information must be given on all drugs used in orthodox medicine not only in this country but also in the many other countries in which the Extra Pharmacopœia is used and, within reason, on all drugs which any pharmacist may be required to supply.

It is not, however, in the hope that some unique medicinal substance will be isolated that many of the older remedies remain in the book.

The present edition incorporates for the first time Squire's Companion, the copyright of which was acquired by the Pharmaceutical Society in 1948. But for an accident of time and circumstance it might have been Squire's Companion which was incorporating Martindale's Extra Pharmacopœia as the two books had much in common.

The first edition of Squire's Companion to the British Pharmacopœia was published in 1864. The book compared preparations in the British Pharmacopœia with those in the London, Edinburgh and Dublin books and with a number of foreign pharmacopœias. The tests in the British Pharmacopœia were explained. The book was as successful as the Extra Pharmacopœia was to prove twenty years later. Before the latter book appeared, thirteen editions of the Companion had been published.

Discussion

Mr. Harold Deane thanked Dr. Capper, remarking that " Martindale " was the first pharmaceutical book he had owned. It was used very much in Martindale's pharmacy, a copy being presented to apprentices when they started. He commented on the handsome appearance and fine presence of W. Martindale.

Mr. W. J. Field said that in matters pharmaceutical, Martindale's opinions were sought far and wide and he gave of his knowledge unstintingly and unsparingly. The Extra Pharmacopœia was a book that gave solid facts and never wandered into the realms of pharmacological unrealities.

Mr. T. D. Whittet said that pharmacists should be proud that Peter Squire was the first British anæsthetist.

NAME NOT RESTORED TO REGISTER

At a meeting of the Statutory Committee of the Pharmaceutical Society held in London on November 5, Mr. Edward George Hodskinson, Springwood, Burridge Road, Burridge, nr. Swanwick, Hants, was found unfit to have his name restored to the register. His name had been removed under subsection (4) of section 1 of the Pharmacy and Poisons Act, 1933 [which empowers the Society's Council to remove from the register the name of a person who has not paid his retention fee]. It was shown that Mr. Hodskinson had been convicted of embezzlement from his employers and sentenced at the Hampshire Quarter Sessions, on July 3, to four months' imprisonment. Placing the facts before the Committee, the Society's solicitor said that the offence occurred while Mr. Hodskinson managed a co-operative pharmacy in 1950. He was required to return each week a cash statement of turnover to the headquarters of his company, but it was found that the sums which he paid into the bank were less than the sums shown on the weekly statement, so that in March there was a net deficiency of £117. Speaking on his own behalf, Mr. Hodskinson said he had never accepted that figure. According to his calculations the correct figure was £90. He had been under treatment for double pneumonia and pleurisy for about three months and in consequence his income was considerably reduced. When he returned to work he found that he was being charged income tax at the rate of a single man when in fact he was married and had three children. That had put him in arrears with hire purchase settlements and with living expenses. It was then that he decided to advance himself money against rota fees, commission, bonus, etc. Announcing the Committee's findings, THE CHAIRMAN (Mr. D. A. Scott Cairns, Q.C.), said that if, after some time had elapsed, Mr. Hodskinson appeared before the Committee with the necessary information to satisfy the members as to his conduct in the interval, it might be that his name would eventually be restored to the register.

VETERINARY MEDICINES SUPPLY

The Council of the Pharmaceutical Society has issued a statement, summarised below, on the supply of medicinal products for veterinary use.

Among matters discussed recently by representatives of the Society and of the veterinary profession has been control over the production and supply of veterinary medicines. No legislation comparable with that applied to medicine for humans is in existence and proposals for appropriate legislation are being studied. Pending the enactment of such legislation, consideration has been given to the extent to which pharmacists could assist in improving the situation. It is recognised that the main problem is non-pharmaceutical.

Drugs Administered by Veterinarians

Attention has been given to the growing range of biological and chemotherapeutic products which should, in the interest of animals, be administered only by or under the directions of a veterinary surgeon. The appended list of such products has been drawn up in agreement with the veterinary profession, and the Council has decided to ask pharmacists not to supply or associate themselves with supply of such products for animal treatment except to, or on the prescription of, a veterinary surgeon or veterinary practitioner. The inclusion of a product in the list is not intended to imply any recommendation for its use.

The Council is satisfied that the matter should be regarded as one of professional conduct and if, after due warning has been given, information reaches the Council of any pharmacist acting in contravention of the request, it may be felt necessary for the Council to take disciplinary action.

Anthrax vaccine and serum
Anti-piroplasmosis agents
Autogenous vaccines
B. Coli (white scour) vaccine and serum
Bronchisepticus antiserum
Brucella abortus vaccine
Canine distemper prophylactics and serum
C. Pyogenes toxoid, vaccine and serum
Hæmorrhagic septicæmia vaccine and serum
All hormone products
Iodinated proteins
Joint-ill vaccine
Leptospira vaccine and serum
Mallein
Mastitis vaccine
Pneumonia and strangles vaccines and sera
Staphylococcus toxoid
Swine erysipelas vaccine and serum
Swine fever vaccine (crystal violet)
Swine fever serum
Synthetic œstrogens other than preparations used for the chemical caponisation of poultry.
Tetanus toxoid and serum
Thiouracil and related compounds
Tuberculin

ESSENTIALS OF TREATMENT

A C.& D. "post-graduate" course for pharmacists

DEALING SPECIALLY WITH THE PHYSIOLOGICAL AND PHARMACOLOGICAL PRINCIPLES INVOLVED

By a Medical Man

3. DIARRHŒA

ONCE again a symptom and not a disease is being dealt with so that before treatment is considered the possible causes must be reviewed.

Causes

Diarrhœa can be described as an abnormally frequent evacuation of the bowels due to some underlying disease, the fundamental seat of which may be in various organs of the body. The contents of the alimentary canal, which have undergone gastric digestion and have passed through the pylorus into the intestine, are known as chyme. Chyme is very fluid in the small intestine, and during its passage through the large intestine it loses about 60 per cent. of its weight, due to absorption of the digested food and water, before it arrives in the lower colon and rectum as faeces. If the rate of peristalsis is increased, so that the chyme is hurried along the alimentary canal, or if there is defective absorption, the faeces become loose and excessively moist or fluid, with resulting diarrhœa. Peristalsis can be increased through the action of irritating fluids, through taking excessive doses of aperients, or by toxins excreted into the colon, as, for example, in septicæmia. The gut may be abnormally irritable, as occurs in certain endocrine imbalances (e.g., thyrotoxicosis), or in the nervous tension present in neurotic patients. There may be some organic disease of the colon and intestine due to infection by micro-organisms, as in tuberculous enteritis, bacillary and amœbic dysenteries, and other infections. In the large intestine there are normally present a number of non-pathogenic bacteria, but, if these are regurgitated into the small intestine, they set up an irritation, with resultant diarrhœa. A further cause can be found in allergy. Cases of defective absorption are illustrated by sprue, steatorrhœa, cœliac disease or a failure to split fats, such as occurs in jaundice and pancreatic disease. All the cases of defective absorption are associated with a defective fat metabolism, but there may be other causes, such as a fistula between the stomach and the jejunum. Finally there may be excessive peristalsis due to a growth, such as cancer, occurring in the bowel. In the latter case constipation may also occur, depending upon the size of the growth and the diameter of the intestine at its site.

Many and varied, therefore, are the causes of diarrhœa, and treatment depends upon the cause. Frequently the diagnosis necessitates a full medical examination of the patient, and more often than not, in infants, the cause lies outside the alimentary canal in some localised or even generalised condition (e.g., otitis media). In many cases an accurate diagnosis is essential, particularly since it affects the public health administration, and some cases are legally notifiable, while others are of medico-legal importance. In many cases the cause is removable by medical treatment, but in others, such as cancer of the bowel, surgery offers the only hope. A history of alternating diarrhœa and constipation should always be viewed with suspicion, and the patient needs to be subjected to the most rigorous examination until cancer of the bowel has been excluded. It is not an uncommon condition and is one that presents symptoms frequently at a time when surgery can effect a cure.

General Lines of Treatment

The diagnosis being established, treatment may be said to be on general lines with the addition of chemotherapy or antibiotics in certain cases, where micro-organisms are known to be the exciting cause. One of the most important general principles of treatment is to give

atient adequate fluids, which should not ontain fermentable substances or fat such s are present in milk. Gastro-enteritis n infants is one of the most common auses of death, and must always be iewed seriously, particularly on account f the rapid loss of fluid which it occa- ons. In severe cases, infants can quickly se a pint or more of body fluid, and hile that quantity is insignificant in lar- er children and adults, it represents a ubstantial proportion of the body fluids of n infant. The blood chemistry is con- derably upset with the production of a isordered metabolism resulting, in many ases, in uræmia and death. The import- nce of early prevention of dehydration in n infant cannot be emphasised too rongly, and it is the basis of all modern eatment of infantile diarrhœa. It is cer- inly a no less, and probably a more, im- ortant factor than chemotherapy in the eduction of the death rate due to this ondition. If the fluid balance is not aintained by oral administration an early ecision is taken to give half-strength Hart- ann's solution or dextrose-normal saline ther by intravenous, subcutaneous or in- a-tibial transfusion. In the same way in n adult, if oral administration of fluid nnot prevent severe dehydration due to miting or other causes, intravenous ansfusion is commenced. In the initial ages it is advisable to starve the patient, cept for fluids, particularly if, as fre- ently happens, the diarrhœa is accom- nied by vomiting. When feeding is mmenced, the diet should be light and ch as to produce the optimum number calories with the minimum of residue be evacuated per rectum. Barley water arrowroot form the basis of the initial et, and this is gradually altered to in- ude whey, milk, fish, chicken and so on ntil a normal diet is resumed. Generally eaking, the patient is confined to bed provide rest and warmth and thus re- uce the effects of toxæmia and shock. eneral drug treatment, as distinct from ecific chemotherapy and the use of anti- otics, includes mixtures to diminish peris- lsis and provide adsorbents for the toxic aterial. Morphine has a direct action the alimentary canal, quite apart from effect via the nervous system. It causes nstriction of the valves and a diminished ristalsis. Tincture of opium is therefore excellent ingredient of any diarrhœa xture, and the recommended dose for ults is 10-15 minims. Kaolin and acti- ted charcoal are good adsorbents, and tincture of catechu a sound astringent. A suitable mixture is provided by the follow- ing formula:—

℞ Pulv. kaolin. .....3ss.
Tinct. catechu .....3ss.
Tinct. opii .....mx.
Tinct. card. aromat. .....mx.
Aqua. chlorof. ad .....℥ss.
Sig. ℥ss. q.q.h. ex aq. .

Mist. cretæ aromat. c. opio, N.F., and mist. kaolin. et morph., N.F., also represent suit- able mixtures for the general treatment of diarrhœa. Sometimes it is recommended that treatment should be commenced by giving castor oil or some other suitable quick-acting aperient in order to expedite the evacuation of toxic material from the intestines. That treatment should not be given in cases where there is any risk of severe dehydration and it is of doubtful value if the evacuations are already watery and frequent. In such cases peristalsis is, in all probability, at its maximum.

Specific Drug Treatment

Specific chemotherapy is provided largely by the sulphonamide group of drugs, while antibiotics of value include chloramphenicol, aureomycin and, to a lesser extent, penicillin. Chloramphenicol is of supreme value in the treatment of typhoid, but before recommending anti- biotics for such a common condition as diarrhœa it is right that relative costs should be considered. It is fair to say that many of the micro-organisms that are sus- ceptible to antibiotics are equally suscep- tible to the very much less costly sul- phonamide drugs.

Tuberculous enteritis is treated along the normal lines for tuberculosis. The treatment includes such drugs as streptomycin, PAS, and some of the newer drugs at present under clinical trial. Sulphaguanidine, phthalylsulphathiazole, and succinylsulphathiazole provide suitable chemotherapy for bacillary dysentery, the dosage for infants and young children being from 3 to 6 gm. daily according to age. In adults the initial dose can commence at 4 to 5 gm., followed fours hours later by 3 gm. and thereafter by 2-3 gm. four- hourly. Treatment of amœbic dysentery in- cludes the intramuscular injection of eme- tine hydrochloride (1 grain) daily for seven days. This course is followed by emetine and bismuth iodide capsules (1 grain) nightly for two to three weeks and morn- ing enemas with 2½ per cent. chiniofon solution. Chiniofon can also be given by mouth in place of emetine and bismuth

iodide. Treatment of ulcerative colitis may be medical or surgical. Many forms of treatment have been advocated from time to time, including sulphonamides, desiccated extracts of ileum, colonic washouts and enemas of plasma solution. The aetiology of the condition remains obscure, however, and it is believed to be psychogenic, in the same way as muco-membranous colitis. Treatment has, therefore, to be symptomatic rather than specific.

Many cases of diarrhœa are caused by contamination of food by droplet infection with staphylococci from the naso-pharynxes of food handlers. The bacteria multiply in the uncooked food and produce toxins. When the food is cooked the bacteria, but not the toxins, are destroyed. The toxins can cause diarrhœa, and treatment is on general lines. Cholera, typhoid and other fevers are beyond the scope of this article, and it is sufficient to say that their treatment is specific and on the general lines described.

ALLERGY TO BCG VACCINE

A REPORT of the World Health Organisation tuberculosis research office, Copenhagen, published in the "Chronicle of the World Health Organisation," 1952, 6, 254-57, deals in part with BCG vaccination. Analysis of the results of a mass BCG vaccination campaign showed marked differences in reactions. For example, post-vaccination allergy among school children in Egypt was low, but high among school children in Denmark.

The low levels of post-vaccination allergy found in Egypt suggested that strong sunlight might affect the potency of the vaccine. It was shown that a half-hour's exposure of BCG, in ampoules, to Egyptian sunlight caused a "tremendous reduction" in the mean size of post-vaccination tuberculin reactions and of local vaccination lesions, and in the colony-count of viable BCG organisms. Daylight without the direct rays of the sun produced the same effect after four hours of exposure.

Variations in the allergy-producing capacity of different batches of vaccine from the same laboratory have also been noted. Those variations could not be explained as quantitative differences in the number of organisms. It appeared that BCG organisms varied because of some unknown factor or factors. Thus one vaccine could not always be made comparable with another simply by adjusting the amount of BCG per dose.

BCG vaccine heated to 80°C. for two hours to kill the organisms was found to produce weak, but durable, allergy. Tuberculin reactions after vaccination with killed vaccine were larger after one year than after ten weeks indicating that allergy developed more slowly from dead than from living vaccine. Also the allergy-producing capacity of killed vaccine is enhanced by the addition of small amounts of living vaccine. Standard-strength vaccine with only one part of living and 999 parts of dead organisms produces allergy which at the end of one year was practically as high as that from some batches of presumably living vaccine. The method suggests a way to study the question of the mechanisms of allergy production.

Vaccines used had shown no apparent reduction in allergy-producing capacity after refrigeration in the dark for at least two and a half months, at room temperature (20°C.) for one month, at 30°C. for one week, or at 37°C. for five days. Therefore there would seem to be no reason why most vaccines should be used within ten to fourteen days of preparation. If kept cold and away from light fresh vaccine for use in any part of the world could be transported at monthly instead of weekly intervals. Variations in the depth of injection, or in the volume of vaccine injected (from 0.05 to 0.2 mil) instead of the usual dose of 0.1 mil, had little effect on the level of allergy produced. It was therefore doubtful whether the technique used for intradermal vaccination could be responsible for the marked differences in allergy seen in different countries.

GERMAN PROPRIETARIES

THE following information from German pharmaceutical periodicals gives details of recently introduced proprietary specialities.

HYDERGIN.—A solution containing in each mil 0.1 mgm. dihydroergocornine, dihydroergocristine, and dihydroergoktyptine methanosulphonates (=0.3 mgm. Hydergin) and drops containing in each mil 1 mgm. Hydergin. The makers, Sandoz, A.G., Nuremberg, claim that hydration of the alkaloids reduces risks in their use for disorders of the circulation by neutralising their adrenosympathicolytic actions and their contracting influence on smooth muscle. Issued in boxes of six and 30 1-c.c. ampoules and bottles of 10 and 100 mils of drops. (*Apothekerztg*, January 1952). [Available in Britain in sublingual tablets and in ampoules under name Hydergine from Sandoz Products, Ltd., London.]

TRADE REPORT

Spot quotations for pharmaceutical chemicals represent the prices for wholesale quantities of standard quality. Prices of crude drugs and essential oils vary as to brand or grade.

LONDON, NOVEMBER 12

SUBSTANTIAL reductions have been announced in the home prices for OPIUM ALKALOIDS with effect from November 10. CODEINE ALKALOID is reduced by 12s. 4d. per oz. and PHOSPHATE by 9s. per oz. DIAMORPHINE HYDROCHLORIDE is lowered by 11s. 4d. and MORPHINE SALTS by almost 10s. per oz. The reductions constitute the first break in the prices for OPIATES since the upward trend began. Imported TARTARIC ACID from the Continent has forced the domestic material down a further 15s. per cwt.; the last previous price change in the acid took place in May. LACTIC ACID was reduced by threepence per lb. and its SALTS by twopence per lb. throughout the scale also with effect from November 10. SACCHARIN proved an exception to the downward movement for its price was increased by 1s. 6d. per lb. to meet extra production costs.

Mercury Dearer

The CRUDE DRUGS market was fairly quiet during the week, though there was considerable inquiry for a few commodities, including Curaçao ALOES, of which the spot market is practically bare. The removal of Government controls on SULPHUR consumption in the United States (see U.S. Chemical Report opposite) emphasises the great improvement in the world sulphur situation and—according to the president of one of the largest U.S. producing companies—presages an early end to international allocation of this essential raw material. The Spanish export price for MERCURY advanced sharply during the week. The dollar price went up from $165 to $180 per flask, f.o.b., and United Kingdom c.i.f. price from £64 to £69 10s. per flask. The rise was generally unexpected—opinion hitherto having been somewhat bearish—and stems solely from a well-sold position, with sales chiefly, it is believed, to the United States. The Spanish export price was reduced from $200 to $177 and then to $165 in late June and early July. The $200 price had been in force since January 1951. Based on the new U.K. c.i.f. price, the London ex-warehouse rate is equivalent to about £70 10s. to £71 per flask, against £64 10s. to £64 15s. previously. The new price, however, is largely nominal, because of the almost complete lack of spot supplies. It is nevertheless still indicated as the price at which later new arrivals may be sold. Italian producers have also come into parity with the Spanish price, but it remains to be seen whether these two producing countries can hold the advanced price, since India is in a position to offer at around £60 per flask, landed terms. Sumatra block BENZOIN was again a little easier on the spot. Little or no demand was experienced for IPECACUANHA, and prices were easier for both forward and spot material. The values for SHELLAC were 2s. 6d. per cwt. higher than in the previous week. Generally dull conditions characterised most SPICES, but Zanzibar CLOVES was again the exception; the price now asked is 11s. 6d. per lb. for spot supplies. It is reported that Marseilles has been a large buyer of CORIANDER SEEDS for shipment from Morocco. With new-crop TURMERIC offered for shipment, the prices of the old-crop material have declined. Although Portugal has eased export restrictions on certain goods to European Payments Union Countries the restrictions on SULPHUR and ERGOT remain in force.

In the ESSENTIAL OILS market several commodities eased. Shipment offers of ANISE were lower, and spot values declined in sympathy. LEMONGRASS and PATCHOULI were a weak market. Values of sweet ORANGE are declining now that the main consuming season is over and the new-crop is close at hand in some of the producing areas. The supply position of SPEARMINT is expected to get tighter, as consumption has recently increased.

A forecast of the expected yield of OLIVE OIL from the new-crop in the chief producing countries is given on p. 691.

U.S. Drug and Chemical Report

NEW YORK, NOVEMBER 11

THE main event on the market in the past week has been the decontrol of SULPHUR because of the improvement in supply. After months of control, the National Production Authority has revoked limitations on use and inventories because "stocks have caught up with demand." The revocation made formal a liberalised policy put into effect last month. Demand for LANOLIN continues to exceed supply. The year's second 33⅓ per cent. price reduction in NEOMYCIN (bulk) brought the price of the SULPHATE to 60 cents per gm. Botanical drug warehouses in some southern States report the smallest new crop inventories in a number of years. Higher per lb. are ERGOT at $3.65 (up 40 cents); SERPENTARIA at $5.00 (50 cents); and African GINGER, 14¾ cents (¾ cent). Lower per lb. are Asiatic STYRAX at 80 cents (down 5 cents), and powdered No. 1 KARAYA, 32 cents (4 cents). In ESSENTIAL OILS lower per lb. are PIMENTO LEAF at $2.40 (down

10 cents); Dalmatian SAGE, $8.25 (25 cents); natural PEPPERMINT, $5.75 (25 cents); redistilled PEPPERMINT, $6.25 (25 cents); SPEARMINT, $7.75 (25 cents); CITRAL, $3.20 (20 cents); and Californian and Floridian ORANGE, 90 cents (10 cents).

Pharmaceutical Chemicals

ASPIRIN. — Prices are as follows:— 5-cwt. lots, 4s. 9d. per lb.; 1-cwt., 4s. 9½d.; 28-lb., and under 1-cwt., from 5s. 7d. to 6s., according to pack. Rates per 1,000 for TABLETS are as follows:— 5,000, 5s.; 5,000 and over, 4s. 10d.; 10,000, 4s. 9d.; 25,000, 4s. 7d.; 100,000, 4s. 5d.; 250,000, 4s. 4½d.; 1 million, 4s. 3d.

CRESOL.—Price of B.P. quality from distillers is 7s. 9d. per gall. in 5-gall. lots.

LACTATES.—Lower. CALCIUM, B.P., is 2s. 10½d. per lb. in 1-cwt. lots; 28-lb., 3s. 2½d.; 7-lb., 3s. 6½d. per lb. CALCIUM SODIUM, B.P.C., for the same quantities is 4s. 6½d., 4s. 10½d. and 5s. 2½d. per lb. LACTIC ACID, B.P., in 12 winchester lots is 4s., and 3 winchesters, 4s. 4d. per lb. Carboys are 3s. 9d. per lb.

OPIATES. — Lower. Home-trade rates (per oz.) for quantities of 5 oz. and upwards are as follows:—CODEINE.—Alkaloid, hydrobromide, iodide, 54s. 8d.; hydrochloride and sulphate, 47s. 8d.; phosphate, 41s. 4d. DIAMORPHINE.—Alkaloid, 56s. hydrochloride, 51s. ETHYLMORPHINE.—Alkaloid, 59s.; hydrochloride, 50s. 4d. MORPHINE.—Alkaloid, bimeconate and tartrate, 57s.; acetate, hydrochloride, hydrobromide and sulphate, 47s.

PARAFFIN.—LIQUID: Prices to wholesale distributors for HEAVY, B.P., is £104 7s. 6d. per ton (8s. 3d. per gall.). LIGHT, B.P., is £85 7s. 6d. per ton in 40/45 gall. returnable loaned drums, delivered in the U.K. SOFT PARAFFIN: WHITE is £88 7s. or £86 2s. 6d. per ton as to grade and YELLOW, £66 2s. 6d., all in non-returnable 3-cwt. drums. HARD PARAFFIN, m.p. 135/140° F., is £72 15s.; 145/150° F., £80; and 160/165° F., £100 per ton, in minimum-ton lots, ex works.

POTASSIUM ACETATE.—B.P. is 2s. 8d. per lb. in 1-cwt. lots.

POTASSIUM BICARBONATE.—B.P. powder is 130s. per cwt.

POTASSIUM CHLORIDE. — In 1-cwt. lots B.P. is 1s. 6d. per lb.

POTASSIUM SULPHATE. — B.P.C. is from 100s. to 130s. per cwt., as to quantity.

POTASSIUM NITRATE. — Pharmacopœial quality is 145s. per cwt. (crystal, granular or powder) and commercial, 90s.

QUININE. — Makers' rates (per oz.) to home-trade distributors are given below:— additional charges must be added for repacking, etc. ALKALOID, from 5s. to 5s. 6d. ACETYLSALICYLATE, 6s. 3d. to 6s. 9d.; BISULPHATE, 3s. 7d. to 4s. 1d. DIHYDROBROMIDE and DIHYDROCHLORIDE, 4s. 11d. to 5s. 5d.; FORMATE, 5s. 9d. to 6s. 3d.; GLYCEROPHOSPHATE and PHOSPHATE, 5s. 5d. to 5s. 11d. HYDROBROMIDE and HYDROCHLORIDE, 4s. 6d. to 5s. SALICYLATE, 4s. 10d. to 5s. 4d.; SULPHATE, 4s. to 4s. 6d.; QUININE and UREA HYDROCHLORIDE is quoted from 4s. 10d. to 5s. 4d.

SACCHARIN.—In lots of 1-lb. and over B.P.C. powder is quoted at 99s. 10d. per lb.; the SODIUM SALT is 80s. 10d. per lb. Prices include duty and carriage.

SALICYLIC ACID.—Prices are: 5-cwt. lots in bulk, 2s. 11½d. per lb.; 1-cwt., 3s.; 56-lb., 3s. 7d.

SODIUM ACETATE. — B.P.C. powder in 28-lb. lots is 1s. 9d. per lb.

SULPHATHIAZOLE. — Price (per lb.) for 1-cwt. lots is 21s. 9d.

SULPHOCARBOLATES.—SODIUM PHENOLSULPHONATE, B.P.C. (powder) is now 7s. 11d. per lb. in 28-lb. lots; 7-lb., 8s. 3d. per lb. ZINC, B.P.C., is 7s. 7d. per lb. (28-lb.).

TANNIC ACID. — Home-trade rate for levis B.P. (ex ether) in 1-cwt. lots is 6s. 9d. per lb.

TARTARIC ACID.—Lower. Rates for the home trade are as follows:—10-cwt. lots, 230s. per cwt.; 5-9-cwt., 232s.; 2-4-cwt., 234s.; 1-cwt., 235s.

TEREBINTH.—B.P. is 2s. 3d. per lb. for carboy lots.

Crude Drugs

ACONITE. — Spanish *napellus* is 3s. 6d. per lb., duty paid, ex wharf.

ALOES. — Steady. Prime Cape is about 160s. per cwt., c.i.f.; and spot, 175s. Curaçao is 330s. per cwt., c.i.f., and 350s. spot.

ANTIMONY. — English, 99.6 per cent., £237 10s.; 99 per cent., £225 per ton.

ASAFŒTIDA.—Persian block is £18 per cwt., duty paid.

BALSAMS.—*Canada:* Spot is 27s. 6d. per lb. for clear bright, paper - filtered; forward, 25s. 6d. per lb., c.i.f.; *Copaiba:* Para is offered on the spot at 13s. 6d. per lb., duty paid. Peru is 11s. 9d. per lb., duty paid. *Tolu* (genuine as imported) on the spot is 23s. 6d. per lb., in original cases and for shipment, 19s., c.i.f.

BELLADONNA.—ROOT is from 3s. 3d. to 4s. 4d. per lb., on the spot, duty paid, according to test. LEAVES are from 3s. to 5s. per lb., as to test.

BENZOIN.—No. 1 Sumatra block on the spot is quoted at from £25 10s. per cwt. and for shipment, £23 10s., c.i.f. Siam almonds are from 25s. to 32s. 6d. per lb., spot, as to size.

BISMUTH. — In minimum 5-cwt. lots METAL is 17s. per lb.

CASCARA SAGRADA.—American bark, 1951 peel, is 325s. per cwt., duty paid. New crop, for shipment, is 300s. to 315s., c.i.f.

CASSIA BARK. — Whole on the spot is 107s. 6d. per cwt. in bond; forward, 85s., c.i.f.

CHILLIES.—Quiet. Sierra Leone on the spot are 160s. per cwt.; for shipment, 135s., c.i.f., nominal; Mombasa, 195s., c.i.f., and 205s., spot.

CINNAMON. — Ceylon for shipment (c.i.f.); OOOO, 2s. 5d.; OOO, 2s. 4d.; OO, 2s. 2d.; O, 2s. 1d.; firsts, 1s. 8½d.; seconds, 1s. 7¾d.; thirds, 1s. 6¾d.; quillings, 1s. 3½d.; featherings, 11d.; chips, 5½d. per lb.

CLOVES.—Firm. Offers of Zanzibar on the spot are now 11s. 6d. per lb., and 10s. 9d., c.i.f.

ERGOT.—Offers of Portuguese are about 14s. 6d. per lb., c.i.f., November shipment. Spot supplies are 16s. 6d. per lb.

GAMBOGE.—Good average Siam pipe is £40 per cwt., spot.

GENTIAN. — French natural on spot is 110s. per cwt.

GINGER. — African on the spot is 100s. per cwt., and forward at 90s. c.i.f. Spot quotations for Jamaican are about 127s. 6d. for No. 3.

GUAIACUM RESIN.—Quotations are from 3s. to 3s. 3d. per lb. for spot material.

GUM ACACIA. — Kordofan cleaned sorts on the spot are 104s. per cwt.; shipment, 97s. 6d., c.i.f.

HENNA.—Indian green leaves are about 77s. 6d. per cwt., on the spot, and 75s., c.i.f., forward. Egyptian is 100s., spot.

IPECACUANHA.—Forward offers of Nicaraguan. November-December shipment, are from 38s. 6d. per lb., c.i.f., and Colombian, 37s., c.i.f. Spot quotations are: Nicaraguan, 41s. 6d., Colombian, 38s.

JALAP.—A parcel of Vera Cruz testing 14.6 per cent. is offered at 4s. per lb.

LOBELIA.—Herb is 3s. 6d. per lb., spot.

MACE. — West Indian pale blade is 8s. per lb., for shipment, 6s. 10d., c.i.f.

MENTHOL.—Brazilian is 44s. 6d. per lb., duty paid on the spot. Shipment: Brazilian, 44s. 6d.; Chinese, 64s., both c.i.f.

MERCURY. — Increased. Nominal spot value is £71 per flask, ex warehouse.

NUTMEGS. — Quiet. West Indian 80's quoted at 3s. per lb. on the spot and 2s. 6½d., c.i.f., for shipment.

PEPPER.—Quiet. White Sarawak on the spot is now 11s. per lb., ex wharf, and 10s. 6d., c.i.f., November shipment. Black, Malabar, is 1,350s. per cwt., spot.

SEEDS.—ANISE.—Quiet. Turkish offering at 147s. 6d. per cwt., duty paid, and 135s., in bond; Cyprus afloat is 150s. landed. CARAWAY.—Dutch remain quiet at 92s. 6d. per cwt., duty paid. CELERY. —Indian offering at 1s. 10½d. per lb., spot London. CORIANDER.—Market continues quiet. Spot: Morocco old-crop is 40s. per cwt., duty paid, and current crop at 42s. 6d., duty paid. Shipment: Unchanged at 32s., c.i.f. CUMIN.—Market quiet. Spot: Morocco, 170s. per cwt., duty paid, and 155s., in bond; Indian, 185s.; Cyprus, 160s. Shipment: Indian, 160s.; Morocco, 155s.; Cyprus, 130s. DILL.—Indian offered at 80s., spot London. FENNEL. — Spot, Indian 205s. to 207s. 6d. per cwt.; French, 190s., duty paid; mid-European, 187s. 6d., duty paid. FENUGREEK. — In poor demand. Spot, Morocco in London or Liverpool, 39s. per cwt., duty paid. MUSTARD. — English, 72s. 6d. to 95s. per cwt., according to quality.

SENNA. — *Tinnevelly*, Prime No. 3 LEAVES are 9d. per lb., c.i.f., PODS, f.a.q., are from 1s. 6d. to 1s. 7d. per lb. on the spot, and 1s. 2d., c.i.f.; hand-picked are from 1s. 10d. to 2s. 5d., c.i.f., and 2s. 6d. to 2s. 9d., spot. *Alexandria* hand-picked PODS are from 3s. to 5s. per lb.

SHELLAC. — Spot quotations are:— F.O.T.N., pure, 172s. 6d.; F.O. standard No. 1, 190s.; fine orange, 220s. to 265s. per cwt., ex-London warehouse.

STYRAX.—Spot is 6s. 3d. per lb., duty paid.

TURMERIC.—Madras finger on the spot is 60s. per cwt., and forward, 52s. 6d., and new-crop at 54s. 6d., c.i.f.,

Essential and Expressed Oils

ALMOND.—B.P. is from 6s. per lb.

ANISE. — Spot supplies are offered at from 8s. 3d. per lb. for original drums, and for shipment, 7s. 6d., c.i.f.

BAY.—W. Indian is 10s. 6d. per lb. on the spot.

BOIS DE ROSE.—Brazilian on the spot is 31s. 6d. per lb.

CAJUPUT. — Spot supplies are offered at 22s. 6d. per lb.

CANANGA.—Supplies to come forward are quoted at from 60s. per lb., c.i.f. Java is available on the spot at 75s. per lb.

CARAWAY.—English-distilled is offered at 45s.; imported oils are from 26s. per lb. for spot.

CITRONELLA. — Spot prices for original drums are: Ceylon, 3s. 7½d. per lb.; Formosa, 3s. 8d., in bond; Java, 4s. in bond. Forward: Ceylon, 3s. 6d.; Formosa, 3s. 5½d., and Java, 3s. 11d., all c.i.f., November shipment.

COD-LIVER.—Medicinal, B.P., is 10s. 6d. per gall. in charged returnable drums. Veterinary is from 9s. 6d. per gall.

CORIANDER. — Russian-seed oil is 170s. per lb.

CUBEB. — English-distilled is offered at from 50s. to 55s. per lb. Imported is quoted at 60s. per lb.

LEMONGRASS. — Forward quotations are 6s. per lb., c.i.f., spot, 6s. 9d.

OLIVE. — Pharmaceutical oil in drums is from 24s. per gall., spot. French virgin (maximum acidity 1 per cent.) is offered for shipment at £285; Tunisian virgin at £275, and French pharmaceutical (maximum acidity 0.25 per cent.), at £275 per 1,000 kilos, c.i.f. London. Spanish, subject to export licence, £221 10s. per metric ton, f.o.b., Spanish port.

ORANGE. — Spot offers of sweet range from 16s. 6d. per lb.

PATCHOULI. — Seychelles on the spot is offered at 46s. 6d. per lb. and Penang at 50s.

PEPPERMINT. — *Arvensis*, Chinese oil is firm on the spot at from 36s. 9d. per lb. Brazilian, 16s. Forward: Chinese, 33s.; Brazilian, 15s. 3d., c.i.f., November-December shipment. Italian "Mitcham" type oil, 53s. to 54s. per lb., as to quality, for original drums, delivered. Forward, 51s., c.i.f.

SPEARMINT. — Offers are between 65s. and 70s. per lb. on the spot.

Synthetics and Isolates

PRICES are per lb. and vary according to grade, quantity and seller.

ACETOPHENONE.—6s. to 6s. 3d. AMYL ACETATE.—3s. 1½d. to 5s. AMYL BENZOATE.—5s. 9d. to 7s. 9d. AMYL BUTYRATE.—5s. 6d. to 7s. AMYL PHENYLACETATE.—10s. to 12s. 6d. AMYL SALICYLATE.—5s. 6d. to 6s. 6d. AMYL CINNAMIC ALDEHYDE.—11s. to 13s. ANETHOLE.—13s. to 15s. ANISIC ALDEHYDE.—Ex paracresol.—16s. to 20s.; perfumery grade, 32s. 6d. to 35s.

BENZALDEHYDE.—3s. 6d. to 5s. BENZOPHENONE.—9s. 6d. to 11s. BENZYL ALCOHOL.—Perfumers', 3s. 3d. to 5s. BENZYL ACETATE.—3s. 9d. to 4s. 9d. BENZYL BENZOATE.—Perfumers', 4s. 9d. to 6s. 6d. BENZYL CINNAMATE.—22s. 6d. to 27s. 6d. BENZYL ISOEUGENOL.—67s. 6d. to 75s. BENZYL PROPIONATE.—5s. 6d. to 8s. 6d. BENZYL SALICYLATE.—8s. 6d. to 9s. 3d. BENZYL SUCCINATE.—13s. to 15s. BENZYLIDENE ACETONE.—14s. to 15s. BORNEOL.—8s. to 10s. BORNYL ACETATE.—4s. 6d. to 6s. 6d. BROMSTYROL.—36s. to 40s. BUTYRIC ACID.—5s. to 6s. 6d.

CINNAMIC ALCOHOL.—13s. to 16s. CINNAMIC ALDEHYDE.—5s. 9d. to 7s. CINNAMYL ACETATE.—24s. CINNAMYL BUTYRATE.—37s. 6d. CITRAL 99-100 per cent.—28s. to 32s. CITRONELLAL.—22s. 6d. CITRONELLOL.—Ex Ceylon, 25s. to 30s.; ex Java, 15s. to 17s. 6d. COUMARIN.—18s. 6d. to 20s.

DIETHYL PHTHALATE.—3s. to 4s. 3d. DIMETHYL BENZYL CARBINOL.—40s. to 60s. DIMETHYL HYDROQUINONE.—23s. 6d. DIPHENYL MENTHANE.—7s. 3d. to 8s. 6d. DIPHENYL OXIDE.—5s. to 6s.

ETHYL BENZOATE.—5s. 6d. to 6s. 6d. ETHYL BUTYRATE.—6s. 9d. to 7s. 6d. ETHYL CINNAMATE.—11s. 6d. to 13s. ETHYL OENANTHATE.—13s. 6d. to 16s. ETHYL SALICYLATE.—4s. to 6s. ETHYL VANILLIN.—65s. EUGENOL.—23s. 6d. to 26s. 6d.

GERANIOL.—Ex Ceylon, 10s. to 12s.; ex Java 14s. to 16s.; ex Palmarosa, 100s. to 110s. GERANYL ACETATE.—Ex Java, 16s. to 20s. HELIOTROPINE.—23s. to 25s. HYDROXYCITRONELLAL.—Perfumers' 32s. 6d. to 35s.; for soaps, 27s. 6d.

INDOLE.—145s. to 160s. IONONE.—100 per cent 37s. 6d. to 40s. ISOBUTYL ACETATE.—4s. to 6s ISOBUTYL BENZOATE.—6s. to 8s. ISOBUTYL SALICYLATE.—5s. 6d. to 7s. 6d. ISOEUGENOL.—27s. to 30s LINALOL.—41s. 6s. to 45s. LINALYL ACETATE.—50s to 57s. 6d.

METHYL ACETOPHENONE.—11s. to 13s. METHYL ANTHRANILATE.—20s. to 24s. METHYL BENZOATE.—5s. to 6s. METHYL CINNAMATE.—16s. to 18s METHYL PHENYLACETATE.—7s. to 9s. METHYL HEPTIN CARBONATE.—215s. METHYL IONONE.—4s. 6d MUSK KETONE.—50s. to 52s. 6d. MUSK XYLOL.—8s. to 10s. MUSTARD OIL.—(Art.), 15s. to 21s NEROLIN BROMELIA.—8s. to 10s. NEROLIN YARA YARA—9s. to 12s. 6d.

PARACRESYL ACETATE.—9s. 6d. to 11s. PARACRESYL PHENYLACETATE.—9s. to 12s. PHENYLACETALDEHYDE—45s. to 48s. PHENYLACETIC ACID.—6s. 6d. to 8s. 6d. PHENYLETHYL ALCOHOL.—14s. to 17s. 6d PHENYLPROPYL ALCOHOL.—18s. RHODINOL.—200s to 230s.

SAFROLE.—10s. 6d. SANTALOL.—145s. to 150s STYRALYL ACETATE.—12s. 6d. to 14s. TERPINEOL.—(Perfumers'), 3s. 3d. to 5s. 6d. TERPINYL ACETATE—7s. to 8s. 6d. VETIVEROL.—325s. VETIVERYL ACETATE.—No. 2, 320s.; No. 1, 400s.

CLOVE SUPPLIES

THE market review issued by the Zanzibar Clove Growers' Association for the quarter ended September 30 (the first quarter of the 1952/1953 seasonal year) states that the Association's detailed survey of the clove crop for the full seasonal year has been completed, and that it is estimated that some 117,775 frasilas will be picked in Pemba and 90,000 frasilas in Zanzibar. During the quarter the Mwaka crop was picked and a total of 1,572,712 lb. (44,935 frasilas) arrived in the central market. The course of the current harvest is compared with the same period for the previous season in the following table:—

	1952		1951	
	QUANTITY	AVERAGE PRICE PER 100 LB.	QUANTITY	AVERAGE PRICE PER 100 LB.
	lb.	Shs.	lb.	Shs.
JULY ...	447,460	675	627,377	321
AUGUST...	623,630	721	671,827	357
SEPTEMBER	501,622	818	728,939	330

Singapore took 57 per cent. of the exports; the United States, 19 per cent. and the United Kingdom, 10 per cent.

AN ACCOUNTS SYSTEM FOR RETAILERS

By a Chartered Accountant

FROM time to time, I am asked by a retailer to introduce a book-keeping system or to overhaul an existing one. There is a general but understandable aversion to the business of keeping accounts, and the question sometimes arises whether it is really necessary for already overburdened retailers to keep any books at all.

No Rigid System

No legal enactment provides that every individual or firm in business shall keep books. Where the law does lay down that books must be kept, it does not commit itself to an inelastic system, but indicates generally the records to be kept. Thus, every limited company must keep books of account necessary to give a true and fair view of the state of the company's affairs and to explain its transactions, with particular respect to:—

(a) All sums of money received and expended by the company, and the matters in respect of which the receipt and expenditure take place;

(b) all sales and purchases of goods by the company;

(c) the assets and liabilities of the company.

If a trader were to be adjudicated bankrupt, he might encounter difficulties in obtaining his discharge from the court if he had not kept such books of account as are usual and proper in the business carried on by him within the three years preceding his bankruptcy. Without adequate records, moreover, a final statement of the profit or loss for submission each year to the Inland Revenue cannot be prepared. In its absence, agreement of the business assessment may be a troublesome affair. Such circumstances often result in arbitrary assessments (perhaps increasing each year) and the onus of proving them excessive lies with the taxpayer.

Finally, an important consideration concerns the efficiency of the business itself. A sound book-keeping system reveals errors and leakages, provides necessary information and data, and reveals the overall position to date in full detail (sometimes with surprising results!). The trader may wish to admit a partner or sell the business, apply for a bank loan or overdraft; perhaps to obtain a private advance from a Building Society. With the recorded figures available, final accounts will have been or can be drawn up and, where a professional accountant is employed, a suitable covering certificate can be given.

A simple system suitable to the needs of retailers, including limited companies, is here considered. But accounts must serve, not govern, their users, and variations to accommodate individual requirements may be introduced. The fundamental principles of book-keeping remain universal, but the way in which the principles are applied differs very widely. The principles are concerned with recording each separate transaction so that the financial aspect of each group of similar transactions and of the whole concern may be ascertained as easily and speedily as possible in the circumstances. Usually, therefore, specially ruled books are used to simplify such entry and grouping.

The financial books may be classified as follows:—

1. Cash book.
2. Petty cash book.
3. Customers' accounts book and credit sales day book.
4. Creditors' accounts book.
5. Wages book.
6. Prescription book.

The writing up of a private ledger is usually left to the professional accountant (though there is no reason why the retailer should not himself undertake it, or most of it). A limited company will also require the keeping of certain statutory records, such as the register of members.

The business should be regarded as a separate entity or person. Indeed, in the case of a limited company, that is its legal status. Thus, capital invested in the business is recorded as a debt due from the business to the proprietor(s). Assets are shown as held by the business itself, and liabilities as due from it—the net difference between them constituting the standing business capital.

Cash Book

The cash book is a detailed record of moneys paid into and cheques drawn on the bank account, and is the central part of the whole system. It is preferable to have a separate business account at the bank where private use of the account would be at all more than modest. A duplicate paying-in slip should always be made out with full details of all items paid in; and the cheque counterfoil should be completed with the date of payment,

the name of payee, and the sum paid, adding a note on the face of the stub of the nature of the expenditure ("goods for resale," "rent," "drawings," etc.).

The left-hand side of the cash book is used for incoming moneys. The right-hand side for cheques drawn. A balance may be struck, therefore, at any time, and it is usual to do so at the end of each month. The balance may be agreed and reconciled (and indeed this will be done by an accountant at the end of the financial year) with the bank statement, taking into account cheques not yet presented by payees or cheques paid in and still to be credited by the bank. The bank statement may give only cheque numbers (and not in the same order as they are drawn), also totals for cash and cheques paid in. An eye, too, should be kept on long-outstanding items; and bank charges, etc., can be picked up and entered in the cash book.

All entries are analysed into columns of like items. For example:—

Left-hand side (incoming moneys).

Date	Received from	Sales	N.H.S.	Other receipts	Private	Banked
1952						
Apl. 1	To Balance b/forward.			300 0 0		300 0 0
,, 1	,, Cash Sales.	12 0 0				
,, 1	,, A. Brown (cheque on a/c)	10 0 0				22 0 0
,, 2	,, Cash Sales.	12 0 0				
,, 3	,, do.	15 0 0				
,, 3	,, Sale of Car.			500 0 0		527 0 0
,, 4	,, Cash Sales.	17 0 0				
,, 4	,, Dividend (private).				5 10 0	
,, 4	,, N.H.S.		100 0 0			122 10 0
		£66 0 0	100 0 0	800 0 0	5 10 0	971 10 0

The balance brought forward is entered in "Other receipts" for balancing purposes.

Right-hand side (outgoings).

Date	Paid to	Cash discount	Total payments	Petty cash	Purchases	Wages	Overheads	Private
1952								
Apl. 1	By Drug Co.	2 10 0	100 0 0		100 0 0			
,, 4	,, Wages, etc.		25 19 0			25 19 0	(General	
,, 4	,, Petty cash.		8 15 0	8 15 0			Rates)	
,, 8	,, Northtown U.D.C.		30 0 0			(P.A.Y.E.	30 0 0	
,, 19	,, Comm. of Inland					to Apl. 5)		
	Revenue.		15 10 0			15 10 0	(Rent)	
,, 20	,, A. Smith.		20 0 0				20 0 0	
,, 21	,, Self.		20 0 0					20 0 0
		£2 10 0	220 4 0	8 15 0	100 0 0	41 9 0	50 0 0	20 0 0

It will be seen that, in the first case, the total bankings should equal the total of all the other columns. In the second case, the total payments column should equal the total of all the remaining columns with the exception of Cash Discount (which is a memorandum entry). This provides an arithmetical check. Overheads are, of course, divided into as many headings as are required—for example, rent and rates (which may be combined with light and heat, telephone, and any other similar accounts), printing and stationery, fares and travelling, motor-car expenses, insurance, sundries, repairs and renewals. Both purchases and sales may also be further subdivided, if desired. Sundries will cover items not already classified and, unless a special column is provided for assets, assets acquired. Rewriting may be avoided by interleaving, that is, cutting down subsequent pages to permit the headings to show through.

Petty Cash Book

Cash payments should not be made out of the till, but a separate petty cash fund should be set aside. Similarly, proprietors or directors should recoup themselves for expenses paid out of their pockets from petty cash and, if no receipt is available, it is a good plan for them to sign petty cash vouchers showing particulars of the expenditure.

The left-hand side of the petty cash book shows the receipt from the cash book under its date. As with the cash book, the right-hand (payments) side shows the total payment and its dissection into the relevant column.

Should money be drawn from the till for petty cash, the full cash sales of the day should be shown on the receipt side and the amount drawn entered on the payment side, analysing it into the petty cash column. The petty cash would then show the receipt.

A round sum to begin with can be drawn from the bank for petty cash—called the "imprest" amount. Periodically, say every week, the total spent so far is reimbursed by cheque specially drawn and the original imprest amount is thus restored. The merit of this method lies in the fact that the balance of the petty cash plus the receipts/vouchers since the last reimbursement should at any moment add up to the imprest.

Customers' Accounts Book

The customers' accounts book is so ruled that each line shows the name of the customer, the amount owing to start with, the charges for the period (which may be a week or month), the total of these two items, dates of statements sent, the remittance and date received. Finally, the balances still owing are shown and carried to a new sheet for the next period. Clearly, it will be realised that a daybook noting the day-to-day credit sales or work done would be kept with advantage, and totals for each customer posted from there each week or month to the customers' accounts book.

Creditors' Accounts Book

In similar fashion, this book shows the amounts owing to creditors.

This, likewise, will have a new sheet or section for each period. If desired, further columns may be used for subdivisions of the liabilities incurred; different "lines" may be shown, and assets may be distinguished from expenses. Incoming invoices will be numbered in the top right-hand corner and placed in a file marked accounts outstanding. At the end of each period, they will be gathered together alphabetically and entered (singly or *in toto* for each creditor) in the above book. As paid, the relevant invoices will be transferred to an accounts paid file which should preferably have an alphabetical index. Receipted statements should be attached to the respective invoices and statements in due course. It is suggested that each invoice be rubber-stamped "Passed for payment" as and when all the details as to quantity, price, amount due, etc., are checked. The date paid could be advantageously added in due course. This would help to ensure that all invoices have been duly checked and not paid twice.

It is generally considered also advisable to enter goods received in a goods received book as and when actually received, and from whom bought, weight and quantity, also brief description of the goods should be entered together with the order number, if any.

If all the period's cheques are paid together, the total of the amount paid together with the total discount received per the creditors' accounts book could be entered in the cash book, thus obviating two lots of detailed entries.

CUSTOMERS' ACCOUNTS BOOK

PERIOD (SAY, MONTH), ENDED .....1952.

Left-hand side.

CUSTOMER	BALANCE BROUGHT FORWARD	FOLIO OF CREDIT SALES BOOK	CHARGES FOR PERIOD	TOTAL DUE

Right-hand side.

DATE OF STATEMENT	DATE OF RECEIPT	FOLIO OF CASH BOOK	AMOUNT RECEIVED	ALLOWANCES AND CREDITS	BALANCE CARRIED FORWARD

PERIOD (SAY, MONTH), ENDED .....1952.

Left-hand side.

NAME OF CREDITOR	BALANCE BROUGHT FORWARD	VOUCHER (INVOICE) NUMBERS	GOODS PURCHASED FOR RESALE	EXPENSES INCURRED	TOTAL DUE

Right-hand side

DATE OF PAYMENT	FOLIO OF CASH BOOK	AMOUNT OF PAYMENT	DISCOUNT	CREDITS AND ALLOWANCES	BALANCE CARRIED FORWARD

Wages Book

This record should be kept, if only to facilitate the matter of P.A.Y.E., also to obtain easily the necessary information for the returns in connection with employers' liability insurance. Gross wages and overtime are entered for employees for each pay day, together with deductions for insurance, income tax, etc., and the net amount due. The totals for each employee may be also carried forward, if desired.

Prescription Book

Any private dispensing is entered in the prescription book, with details of date, customer and doctor, details of items required, charges for drugs and bottles, etc., and dispensing fee. The item could be ticked when collected.

With regard to prescriptions under the N.H.S., where payment by selected bundle is the basis, sheets and prescriptions are not usually recorded, as it is not known, of course, what amount will be received from the Executive Committee. The retailer may, however, like to record the number of N.H.S. and also private prescriptions undertaken; further, an analysis of the type of prescription, etc., might be made.

Private Ledger

The private ledger is the ledger in which are collected all the various expenses and receipts, assets and liabilities other than trade debtors and creditors and the cash drawings, private items and sales of asset etc.) as shown by the cash book and al petty cash book. Accounts still outstanc ing can be arrived at from the customer accounts book and creditors' accounts boc (also credit sales book and incoming in voices file, if necessary) and due adjus ments for those accounts as well as stock in-trade at both the beginning and end c the period to be considered will need t be made to arrive at the correct result

Where the retailer keeps a private lec ger, he will post (usually at the end of eac month) the total takings and the total var ous analysed expenses to accounts in th private ledger headed appropriately. Eac item will be cross-referenced to the folio c the cash book or petty cash book, and th totals in the latter will also be marked wit the folio corresponding in the private led ger. Items on the left-hand (receipt) sid of the cash book will be entered on th right-hand side in the account in the pr vate ledger and *vice versa*. A system c arithmetically balancing the books is thu built up, known as double-entry (in cor trast to single-entry). It should be ob served, however, that, if the books alon these lines are to be balanced, discount received must be credited (right-hand side to a discounts received account and debitec (left-hand side) to the purchases account The extraction of the balances standing o the books is known as a trial balance. Ex amples of entries on accounts in the pri vate ledger are as follows:—

RENT ACCOUNT

1952			
April 4. To A. Smith	C.B.1	£20 o o	

TAKINGS ACCOUNT

1952			
April 4. By Cash	C.B.1	£66 o	

(C.B.=Cash Book).

position. A statement of the profit and loss and the balance sheet of the business is then prepared. If a professional accountant is employed, it may be preferred to leave the writing-up of the private ledger to him. This work may be done periodically or left over to the end of the year, according to the necessity of the business.

Whether a private ledger is kept by the retailer or no, if the above other books are kept, it should be fairly straightforward to examine the position at the end of any desired period. Business takings are shown in the cash book and from these can be deducted the expenses (excluding

Of course, the above figures would usually be those to the end of the month or other period chosen.

The trial balance agreed, the balance standing on takings and expense account are transferred at the end of the financia year to a trading and profit and loss ac count, generally kept at the end of the private ledger. Balances standing on the customers' accounts book, creditors' accounts book, and prescription book at be ginning and end of the year are so brought into the private ledger that they are reflected in the period to which they belong Thus, amounts owing at the end of the year in respect of goods bought for resale

PURCHASES ACCOUNT

51				1951	
c. 31.	To Goods for year (paid for)	C.B.	£4,000	Dec. 31. By Trading and Profit and Loss A/c	P.L. £4,500
,,	,, ,, Balance still owing, carried down		500		
			£4,500		£4,500
				1952	
				Jan. 1. By Balance brought down ...	£500

.L.=Folio of Account in Private Ledger.)

ll be entered on the purchases account a balance carried forward (see above).

djustment for Outstandings

This reduces the charge for purchases the next account. Similarly with other tstandings. Amounts owing from custoers will follow the same principle but be own the other way round (brought down the left-hand side). It may be preferred t to make any balancing entries until e end of the financial year, so that in riving at interim results, outstandings, ., will, as previously explained, have to allowed for arithmetically, that is, oute the book-keeping system, as it were. the interim period does not begin at commencement of the financial year r example, covers only the last month), adjustment for the opening outstands, etc., must not be overlooked.

A note should be kept of any stocks onsumed" by the proprietor(s). In arriving at true profit, this should be entered as a chargeable item.

The foregoing is not put forward as the only system possible. Many other variations, rearrangements and modifications may be advanced. For instance, it may be desired to follow the more conventional method of recording purchases through a purchase day book and posting each item to a purchases ledger. This will avoid the necessity for making an adjustment for purchases outstanding at the end of the period. A cash book and petty cash book should be kept without fail, even if retailers have little time available for books. Columns of analysis could, perhaps, be dispensed with, leaving the matter of dissection until the end of the period/year.

It must be remembered that a limited company must keep records of its sales and purchases, as well as the assets and liabilities of the business—and debtors and creditors are to be included here.

OLIVE OIL CROP PROSPECTS

ARS that the new olive oil crop would well below average (see *C. & D.*, September 6, p. 347), now seem to have been ll founded. Estimates of the crops in various producing countries have been lected by a large French exporting use and are given below:—

ountries	1952-53 Forecast	1951-52 Crop	Average Pre-1939
	Tons	Tons	Tons
AIN ...	200,000	650,000	450,000
LY ...	130,000	320,000	200,000
EECE ...	45,000	150,000	75,000
NCE (with NORTH AFRICA)	80,000	70,000	90,000
RKEY ...	50,000	40,000	50,000
TUGAL ...	40,000	100,000	50,000
HERS ...	30,000	20,000	30,000
otal ...	575,000	1,350,000	945,000

will be seen that the forthcoming crop amounts to approximately 40 per cent. of last year's bumper crop and 60 per cent. of the pre-1939 average. As a consequence of such poor prospects producers in the Mediterranean countries expect prices to rise at the beginning of 1953. But there are other factors which may well moderate any upward trends. The amount of oil held by Spain which will be carried forward is estimated at 250,000 tons. Such a carry forward will not only offset any shortages in the new crop but leave a reasonable surplus for export. Furthermore olive oil must be considered within the whole framework of edible oils and fats and there is no doubt that world prices for these are on the downward trend because of greatly increased production. So far as Great Britain is concerned the value of oil that may be imported is governed by import licences and it seems highly probable that they will be taken up in full for the first half of 1953.

TRADE MARKS

From the " Trade Marks Journal," October 29

For pharmaceutical preparations (5).

INSTANTINA, 709,380, by Sterling Products (S.A.) (Proprietary), Ltd., Johannesburg, South Africa. ECZAMCIDE, 709,797, by Harold Godfrey, London, S.W.1. COSOL, 709,914, by Genatosan, Ltd., Loughborough. DITUBIN, CORTADREN, 710,094-96, by Schering Corporation, New Jersey, U.S.A. STREPTAQUAINE, 710,702, by the Distillers Co. (Biochemicals), Ltd., Liverpool.

For pharmaceutical preparations, medical and surgical plasters, dressings, disinfectants, etc. (5)

LIVISOL-CILAG, 702,520, by Cilag A.G., Schaffhausen, Switzerland.

For veterinary preparations (5)

VETRHINEX, 705,838, by Arthur Frederick Harris, London, S.E.25. STRESS, 708,954, by Phillips Yeast Products, Ltd., London, N.W.10.

For all goods (5)

ANGELOL, 709,505, by Genatosan, Ltd., Loughborough. CHLORODEX, 709,752, by Ashe Laboratories, Ltd., Leatherhead. AZADREN, 709,882, by Peter Harold Smith, Batley, Yorks.

For pharmaceutical preparations, sanitary substances, infants' and invalids' foods and disinfectants (5)

DELCON, 706,583, by Consolidated Chemicals, Ltd., Wrexham.

For photographic apparatus (9)

DUPLOMATOR, 706,167, by Armin Breuer, London, N.W.6.

For bottles made of plastics (21)

EKCOTAINER, 710,615, by E. K. Cole, Ltd., Southend-on-Sea.

From the " Trade Marks Journal," November 5

For non-medicated toilet preparations (3).

RAYMEL, 702,010, by J. Waterhouse & Co., Ltd., Ashton-under-Lyne. MARCOL, 704,075, by M. A. Rapport & Co., Ltd., Cardiff. Device of old apothecary's shop, 705,559, by Societa Accomandita Semplice Franco Cella & C., Milan, Italy. HANRI, B709,288, by Cavalcade Beauty Preparations, Ltd., London, S.W.11. VITAPOINTE, 710,318, by Sidney Gerald Du Moulin, London, S.W.3. BEAUTY COUNSELOR, B710,359, by Beauty Counselors, Inc., Michigan, U.S.A.

For non-medicated toilet preparations for spraying (3).

CLEROSPRAY, 706,794, by Glacia Products, London, E.C.4.

For tampons and catamenial appliances (5).

Label device, B707,858, by Tampax Inc., Massachusetts, U.S.A.

For veterinary preparations for intramammary injection (5).

MASVAC, 708,024, by Osmond & Sons, Ltd., Grimsby.

For preparations for horses (5).

WORKALIN, 710,733, by Epsom Veterinary Remedies, Epsom.

PRINT AND PUBLICITY

Price List Deadline.—The closing date for receipt of copy for the " Annual Index and P List " of the Irish Drug Association, 27 Mer Square, Dublin, is December 1.

Booklets on Bismuth.—A number of booklets the use of bismuth in medicine, issued by bismuth research department, of MINING CHEMICAL PRODUCTS, LTD., 376 Strand, Lond W.C.2, include the following:—" The Princ Official and Proprietary Bismuth Preparations Use in Europe and U.S.A." (20-pp.); " Bismu A Therapeutic Index " (24-p. alphabetical list therapeutic indications showing compounds and ferences); " Bismuth Carbonate in Peptic U Therapy — Permanent Results," by Sk. Ke M.D., of Copenhagen (senior physician, Luke's Foundation Hospital) (an 8-p. abrid English translation of a report published in Danish medical journal " Ugeskrift for Laege November, 1950); " Bismuth—A Survey of Pharmacology and Medicinal Uses " by Dr. Lot Jaenicke (assistant at the Physiological-Chem Institute of the University of Marburg) (51-p " The Treatment of Gastric and Duodenal Ulce (a 32-p. clinical survey of sixty-five cases printed from " Medicine Illustrated," vol. No. 2, February, 1952, p. 51).

Medical Leaflets.—Leaflets, folders and book are obtainable from manufacturers as listed belo

ALLEN & HANBURYS, LTD., Bethnal Green, L don, E.2: " There's Strength in Combir Action " (8-p. booklet on Sulpenin); " Select Preparations of Antibiotics in General Practice (16-p. booklet).

BAYER PRODUCTS, LTD., Africa House, Kingsw London, W.C.2: " Pipanol "; " Diesed " (4 leaflets).

BOOTS PURE DRUG CO., LTD., Station Stre Nottingham: " Alimex " (4-p. leaflet); " Fenox (6-p. folder); " Thenotrate " (2-p. leaflet).

CIBA LABORATORIES, LTD., Horsham, Susse " Perandren Cream and Ovocyclin Cream " (sin sheet); " Fermandren Linguets," " Antistin-P vine Solution," " Dibistin " (4-p. leaflets); Br dosol " (8-p. booklet); " Nupercaine " (10 booklet); " Elkosin " (14-p. booklet); " Brados Antiseptic Lozenges " (4-p. leaflet).

COATES & COOPER, LTD., West Drayton, Middl sex: " Micryston " (6-p. leaflet).

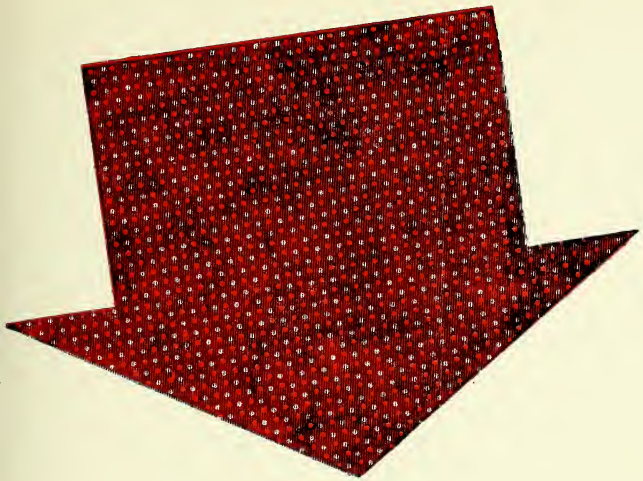
ELI LILLY & Co., LTD., Basingstoke, Hants " Carbo-Resin for the Control of Œdema " (ca and 28-p. booklet); " Tuinal " (blotter); " R search Today," No. 3, 1952 (contains a han somely illustrated 27-p. article on tissue culture

EVANS MEDICAL SUPPLIES, LTD., Speke, Live pool, 19: " Salgevan Tablets " (1-p. leaflet).

GLAXO LABORATORIES, LTD., Greenford, Middl sex: " Minadex " (card); " Casilan " (weigh card); " The Gentle Way to ' Grown-up ' Meals, " Essential Facts About Mylipen Cream " (4-p leaflets).

Price List

CIBA LABORATORIES, LTD., have issued no price li recently [Corrected note].



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